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# AMERICAN NURSERYMAN

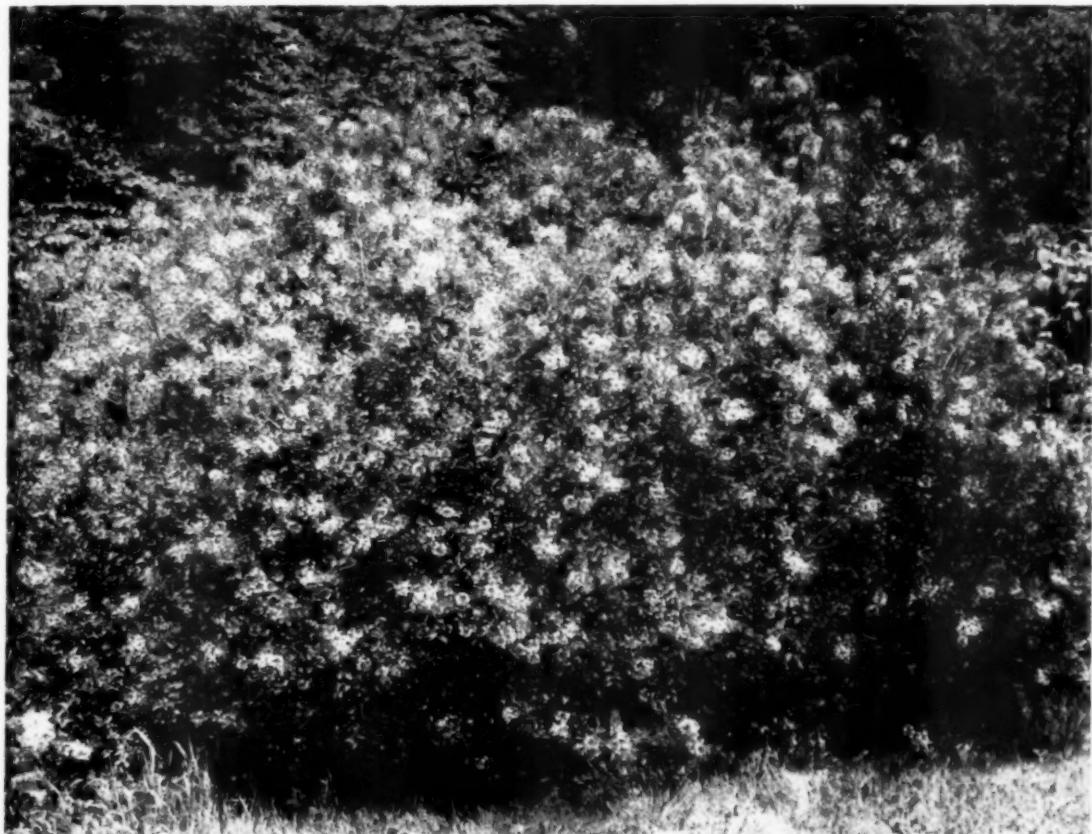
*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

SEPTEMBER 15, 1956

PERIODICAL

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Syringa Chinensis

**SEEDS** TREE—SHRUB—PERENNIAL  
FLOWER—GRASS—VEGETABLE

**HERBST BROTHERS**  
SEEDSMEN, INC.  
678 Broadway, New York 12, N. Y.

Correspondence with seed collectors and growers invited. Free catalog "Seeds for Nurserymen."

# ROSES

## NORTHERN CALIFORNIA GROWN

Our northern California grown roses have made a splendid growth. Field estimates indicate we will harvest one of our better crops this year.

You can expect heavy, well-branched plants when ordering our roses.

Shipping will begin when plants are thoroughly ripened by natural frosts in late December. A complete assortment should be available for shipment from Shenandoah in late January.

FREE—Printed labels will be supplied on all nonpatented varieties if requested.

### NONPATENTED ROSES

	Per 10	Per 100	Per 1000
No. 1	\$6.50	\$60.00	\$550.00
No. 1 1/2	5.25	47.50	425.00

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#### RED SHADES

Ami Quinard  
Christopher Stone  
Crimson Glory  
E. G. Hill  
Ena Harkness  
Etoile de Hollande  
Gruss an Teplitz  
McGredy's Scarlet  
Nigger Boy  
Night  
Poinsettia  
Red Radiance  
Rouge Mallerin

#### PINK SHADES

Betty Uprichard  
Dame Edith Helen  
Editor McFarland  
Numa Fay  
Picture  
Pink Dawn  
Radiance Pink  
The Doctor

#### YELLOW SHADES

Eclipse  
Golden Dawn  
Golden Rapture  
Joanna Hill  
McGredy's Yellow  
Mrs. E. P. Thom  
Mrs. Pierre S. du Pont  
Soeur Therese  
Yellow Sastago

#### TWO-TONED SHADES

Autumn  
Bright Wings  
Condesa de Sastago  
Countess Vandal  
Duquesa de Penaranda  
Hinrich Gaede  
Mme. Joseph Perraud  
Mrs. Sam McGredy  
Pres. Herbert Hoover  
Talisman

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Caledonia  
K. A. Viktoria  
McGredy's Ivory  
Mme. Jules Bouche  
Pedralbes  
Snowbird

### DWARF POLYANTHA AND FLORIBUNDA

Alain  
Baby Chateau  
Cheer  
Dagmar Spath  
Ellen Poulsen  
Else Poulsen  
Eutin  
Floradora

Garnette (5c higher per plant)  
Gloria Mundi  
Golden Salmon  
Ideal  
Kirsten Poulsen  
Lafayette Improved  
Orange Triumph  
Permanent Wave

Pink Gruss an Aachen  
Poulsen's Bedder  
Poulsen's Yellow  
Red Ripples  
Rosen Elfe (Rosenelfe)  
Triomphe Orleanais

For a more complete listing refer to our August 13 wholesale trade list.

*One of America's Foremost Nurseries*



ESTABLISHED 1875

# Mount Arbor Nurseries

• SHENANDOAH IOWA •

# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

VOL. CIV, No. 6

SEPTEMBER 15, 1956

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**Forms for the October 15 issue will close Friday, September 28.**

**Mail copy to arrive at Chicago by these dates—no later!**

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## ONE FOR THE MONEY...

1955 AARS WINNER,  
HYBRID TEA

All America loves Tiffany. Its popularity continues to skyrocket — a real money-maker for you.



## TWO FOR THE SHOW...

1954 AARS WINNER,  
FLORIBUNDA

What a spectacular show  
Lilibet puts on... used  
for hedges and mass  
plantings. Promote multiple  
sales — for multiple profits.



## THREE TO GET READY...



Howards of Hemet's newest  
most-talked-about creation.  
Red as a prairie fire. Tall as a  
ten gallon hat. Softly scented  
as a southern belle. It's  
California's gift to the  
G-R-E-A-T state of Texas...  
and the world. Get ready  
for this one... it'll be a  
whopper sales-wise.



and now let's **GO!**

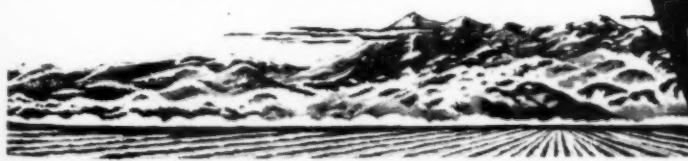
## We grow 'em all... all the popular patented and non-patented varieties...

(Write for our new 1957 price list)

Along with our bumper crop of roses this year—the demand is even greater. Remember the best varieties and grades go first. So don't get caught short come bareroot season. Place your orders now. Freight and storage prepaid to one of our 12 warehouses throughout the U. S.

**"Seasoned Rosebushes"**

for the wholesale trade exclusively



# AMERICAN NURSERYMAN

F. R. KILNER  
*Editor and Publisher*

FRED H. KILNER  
*Managing Editor*

C. A. BRADY, Jr.  
*Advertising Manager*

## Editorial

### UP-TO-DATE CATALOGS

While the increasing number of garden centers provide accommodation for the innumerable homeowners who buy their plants on impulse, when the spring sun shines and after the planting season is well under way, there are plenty of more experienced gardeners who like to plan ahead and to make leisurely selections well before planting time.

Catalog buyers, usually, want more information about the plants they buy, as well as about the proper handling of them. The latter information, catalog firms seek to tell by means of pamphlets and sheets of instructions that are enclosed with plant shipments. But the average gardener is too intent on getting the plants into the ground to sit down and read a pamphlet of a dozen or score of pages. Some catalog firms have found most successful a sheet giving only the planting essentials.

General instructions about the culture and items about the peculiar needs of some plants might better be included in the catalog. Space can be found by the condensation or omission of the page in fine print on terms, etc., which nobody ever reads, or by cutting out the extravagant adjectives in the plants' descriptions, which nobody believes anyway.

Some catalogs seem confined to the selling of plants, by large color pictures and bombastic descriptions, while wiser catalog makers have found they bring back buyers by selling the success of their plants; i.e., by providing informative data and cultural help to their customers.

Few gardeners have much in the way of a reference library, in spite of the lengthening list of books on gardening subjects. Yet they seek knowledge of the plants they grow. Some catalogs provide so much cultural help that they are prized for their reference value and retained in a handy place past the planting season. The tendency is in this direction in up-to-date catalogs, because the makers have found it the cheapest

way to lengthen the life and increase the effectiveness of their sales literature—cheaper than mailing follow-ups and other stimulants to prospective buyers.

### PRICE INCREASES

In making up their price lists for autumn and for next spring, nurserymen should not only consider what has been their profit margin in the past year, but also the possible rise in costs which will overtake them before they have sold their stock.

Well known is the price increase in steel items since the new union contract gave workers in that industry a sizable raise in wages. New union contracts in other fields have been responsible for price increases in other lines. Other factors have caused upward trends in quotations elsewhere.

Newspaper reports in the past two weeks have told of price increases on such diverse items as radio and television sets, air-conditioners, mattresses, brooms, rubber soles and heels, steel pails, beer and wholesale beef.

The railroads, in addition, have asked the interstate commerce commission for a general increase in freight rates.

### NEW VARIETIES

The monumental 4-volume "Dictionary of Gardening" brought out by the Royal Horticultural Society in 1951 was considered complete up to that date. In it were listed and briefly described the ornamental plants, fruits and vegetables in cultivation at that time. After five years a supplementary volume of 334 large pages includes, besides corrections and new material, lists of varieties which have been introduced meanwhile. There are 82 pages in the list of flowering plants, which include trees, shrubs, herbaceous perennials, bulbs and annuals. In the list of fruits there are 37 pages.

No attempt has been made to count any of these groups. It is obvious that large numbers of new varieties are being made available to the gardening world. Not all of these prove important and survive. But the introductions generally represent efforts to give the public something better than has been available and, consequently, they deserve the attention of those serving the horticultural public.

Each nurseryman can scarcely

### The Mirror of the Trade

keep up with all these new introductions, but he should be alert to inform himself of new things in his particular field, for each grower specializes more or less.

Those who meet the gardening public will not be considered up to date if they are not posted on the novelties their customers read about.

There is much progress in horticulture these days, and effort is needed to keep pace in the matter of new varieties alone.

### TESTING DORMANT SEEDS

The rising cost of their operations impels nurserymen to pay more attention to the quality of the seeds they plant and buy. This is most easily done by purchasing seeds from dealers of known reputation and responsibility. Though they must obtain many seeds from collectors, such dealers make tests to determine the viability, purity and germination of the seeds they sell, and the nurserymen benefit.

Many nurserymen gather seeds themselves or buy them from local collectors of varying degrees of responsibility. Sometimes they are disappointed in field stands, and occasionally the losses are severe and discouraging.

In recent years the seed analysts have developed new and improved testing methods. In the past decade an accurate and time-saving method of testing dormant seeds for their germination quality, by embryo excision, has been devised. There is a long list of informative articles by investigators on the wide variety of coniferous and hardwood tree seeds and many shrub seeds on which this has been employed. Most readily available for nurserymen who may be interested in the subject is a reprint of a paper presented in the 1955 proceedings of the Association of Official Seed Analysts on "The Excised Embryo Method of Testing Germination Quality of Dormant Seed," by C. E. Heit, of the New York agricultural experiment station, Geneva, N. Y., who is known to nurserymen for his work in that field. Covering 20 years of research and study on the subject, the paper lists the species of tree and shrub seeds tested with success by this method.

NURSERY STOCK without fruit or berries and free of soil is not regulated under the Mediterranean fruit fly quarantine.

# Panels and Award Highlight Southern Convention

Slightly more than 200 nurserymen representing all of the southeastern states were on hand for the opening of the Southern Nurserymen's Association's 57th annual convention, August 19 to 21, in the Hotel Andrew Jackson, Nashville, Tenn. The decrease in attendance was partly attributed to conflicting meetings of the Virginia and Texas associations. Highlights of the convention were the panel discussions on container production; turf grasses; new peach and other fruit varieties and marketing; the presentation of the Slater Wight memorial award, and the election of new officers, plus the gala entertainment. The governor of Tennessee, Frank G. Clement, was on hand to welcome the nurserymen, this being his first address since he delivered the keynote speech before



A. S. "Ollie" Gresham, Jr., right, receiving Slater Wight memorial award from Hoskins Shadow at the Southern Nurserymen's Association convention in Nashville.

the Democratic convention in Chicago. Much credit for the successful convention went to B. R. Allison, Highland Rim Nursery, White Bluff, Tenn., arrangements chairman.

## Award Winner

The presentation of the Slater Wight memorial award, made available to the association earlier this year by John B. Wight, Wight Nurseries, Cairo, Ga., in memory of his brother who was president of the Southern Nurserymen's Association in 1931, was awaited with much anticipation. The beautiful silver bowl is to be presented each year to the person who has made the most noteworthy contribution to the Southern Nurserymen's Association. The bowl is to be retained by the recipient until the next meeting of

the association. Called upon to make the award this year was Hoskins Shadow, Winchester, Tenn., past president of the association, who handed the bowl to A. E. "Ollie" Gresham, Gresham's Nursery, Richmond, Va.

## Election of Officers

At the business session, Tuesday afternoon, August 21, the following officers were elected for the coming year: President, F. J. "Jack" Aichele, Carolina Floral Nursery, Mount Holly, S. C.; vice-president, Dan Reynolds, L. A. Reynolds Co., Winston-Salem, N. C.; treasurer, Robert Boyd, Globe Nurseries, McMinnville, Tenn.; director for chapter 2, Edwin Fraser, Southern States Nurseries, Macclenny, Fla., and director of chapter 4, Steve Verhalen, Verhalen Nursery Co., Scottsville, Tex. Hubert Nicholson and Dan Reynolds remain as directors of the association.

Monday morning, August 20, the nurserymen split up into groups to visit panel discussions in the ballroom of the Hotel Andrew Jackson. Chairman of the discussion on container production was J. M. Patterson, Patterson Nursery, Albany, Ga. In talking about container production it is necessary to consider the disadvantages, he began. First the nurseryman has to live with irrigation, and next he must make a large financial investment. Other problems include weeds, soil mixtures and fertilizers.

In response to a question about mulching around cans, it was agreed that better growth is encouraged but roots will also grow out of the can. Mulching on top of the cans will discourage weed growth and will



Newly elected officers and directors of the Southern Nurserymen's Association, seated, left to right, Robert Boyd, treasurer; F. J. Aichele, president, and Dan Reynolds, vice-president; standing, left to right, Edwin Fraser, director of chapter 2; George Sawada, retiring president, and Hubert Nicholson, director of chapter 3.

keep the cans cooler in the summer and warmer in the winter.

A discussion on the use of urea fertilizers produced several advocates from the audience. One nurseryman who placed the fertilizer on top of the soil in the can recommended a level teaspoonful to a can. Another nurseryman, who mixed the fertilizer with the soil, used a 4-inch pot to a wheelbarrow of soil. Still another nurseryman said he employed a 50-pound sack for four cubic yards of soil. He also used 3 foliar sprays to supply the other mineral nutrients besides nitrogen.

Concerning watering, a nurseryman told of the method he had seen used at Monrovia Nursery Co., Azusa, Calif. All watering is done by hand, using a hose with 120 pounds of pressure. On some varieties watering is done daily; on others it is done every other day. A water break is used and covered with an innertube to protect it from damage. Every two weeks fertilization is given with a Delta Dispenser.

A question about soil mixture brought out that the use of a sand-clay and peat mixture, about 50-50 in proportion, produced good results. A nurseryman recommended for some of the slower growing items holding the liners over a year in 1-quart cans and then planting them in gallon cans.

In comparing fruit cans with the green-painted tapered cans, a nurseryman said he has changed to the latter since the consumer can remove the plant from the can without cutting it. Another grower added that he found that the painted cans sell faster in salesyards.

In a discussion on spacing the cans, it was recommended to put them close together until it is necessary to space them out, since fertiliz-

ing and weeding are then easier to do. In a 6-foot bed, five rows are made with about six inches between plants. Another nurseryman injected that can spacing depends upon how far one can reach to weed.

Discussing weeding, a nurseryman mentioned Liquid Flame spray which kills whatever it touches. It was pointed out that Liquid Flame does not kill the roots. An ordinary spray nozzle should not be employed and no more than 30 pounds of pressure should be used, cautioned one of the panel members.

#### New Fruit Varieties

The discussion on new peach and fruit varieties was led by John Bregger, Spartan Wholesale Nurseries, Inc., Spartanburg, S. C. The chairman covered the subject of peaches, while E. M. Quillen, Waynesboro Nurseries, Inc., Waynesboro, Va., discussed apples, and Hubert Nicholson talked on pears, plums, apricots and cherries.

Among the new varieties of peaches mentioned as gaining favor with commercial orchards were Cardinal, Hiland, Sunhaven, Maygold, Ranger, Southern Glow, Nectar, Rich Haven, Loring, Poppy, Red Skin, Keystone, Blake, Hale Harrison, Brilliant and Red Cap. The hardiness, productivity, shipping quality, freezing quality and other good and bad points of these newer varieties were thoroughly discussed and compared with the old standard varieties.

In the apple discussion it was brought out that many new sports of older varieties were being developed since it takes so long to introduce and test entirely new varieties. The trends are to have more color and to get the apples on the market earlier. Most of the sports selected

have been from varieties and old favorites such as Red Delicious, Stayman Winesap, Rome Beauty, Jonathan, York Imperial, Duchess and others.

Among the recent pear introductions, several look favorable. They include Orient, Dabney, Ayers, Moore's and Hoskins. These pears were introduced by the University of Tennessee agricultural experiment station and promise to fill a needed spot in the southern and central states. The pears are crosses that were developed to be resistant to fire blight and yet have good quality for eating, cooking, freezing and preserving. The Orient pear has increased in popularity until it is one of the most important varieties in the south. The other varieties show much promise but need more testing. The Mendel and Parker varieties were bred for hardiness in the north and show good promise for the future.

The Burmosa plum shows good promise as it ripens a week later than Methley but ahead of Burbank.

In discussion of nectarines it was pointed out that Cavalier and Red Chief are promising varieties. Nectarines are susceptible to brown rot, but new sprays should help.

Of dwarf peaches it was said that tests seem to indicate that Besseyi cherry is a good understock, but suckering is a problem.

#### Marketing

Chairman of the panel on marketing was Dr. Tokuji Furuta, Alabama Polytechnic Institute, Auburn, Ala. He stated that each nursery and nurseryman must perform two distinct yet interlocking functions. First, the products must be produced for sale; the plants must be propagated and grown. But that is not the end. Each plant must be graded, stored, packed, shipped, sold—in other words it must be marketed. Dr. Furuta said he likes to think of marketing problems as falling into three main areas. The first is market development. It deals with the adoption of improved selling and merchandising practices or the discovery and development of new market uses and outlets.

The second general area is operational efficiency. If we cannot develop and expand our markets, said Dr. Furuta, then we must search for ways of reducing costs. Improved work procedures and adaptations of equipment can result from making comparative cost studies among firms

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Panel discussion chairmen at Southern Nurserymen's Association convention, left to right, Charles Rowland, Dr. Tokuji Furuta, J. M. Patterson and John Bregger.



New officers of Texas Association of Nurserymen: R. C. Aldridge, president, center, with L. A. Dean, first vice-president, at left, and John Van Valkenburgh, second vice-president, at right.

## Record Attendance at Texas Convention

**New Bylaws Adopted Dividing Association into Six Chapters**

*By Joan Kilner Mills*

The 562 persons who gathered in convention August 19 to 22 at the Shamrock-Hilton hotel, Houston, Tex., set a new attendance record for the Texas Association of Nurserymen. The 19th annual meeting also boasted a new high for number of trade exhibits, with 108 booths featuring nursery stock, supplies and equipment lining the long circuitous route to the convention hall.

### New Officers

The election of officers resulted in the promotion of R. C. Aldridge, Aldridge Nursery, Von Ormy, to president, and L. A. Dean, Arp Nursery Co., Tyler, to first vice-president, with John Van Valkenburgh, Van Valkenburgh & Vogel, Inc., Dallas, selected second vice-president.

Newly elected to the board of directors for 2-year terms were: John Botter, Altex Nursery Co., Alvin; James Walker, Walker Nursery, Midland; Edward Teas, Teas Nursery Co., Bellaire, and Homer Eikner, Vermay Nursery Co., Tyler. The retiring president, H. Durward Thompson, landscape architect, Corpus Christi, became director at large. Holdover directors, with another year to serve on the board, are: Judd Germany, Germany's Nursery, Fort Worth; Stephen Brady, Trauer-nicht Nursery, Fort Worth; Wash Storm, Storm Nursery, Premont, and

Joe Tomlin, Tomlin Nursery, Dallas.

Primary business transacted at the convention was the adoption of new bylaws dividing the membership into six geographical areas. T. A. N. members in each area would organize their own chapter and be affiliated with the T. A. N. Each chapter would have representation on the board of directors of the state association. The plan will be worked out during the ensuing year so that it should go into effect in 1957.

### Six Areas for Chapters

The geographical areas were tentatively set as follows: One chapter would cover membership in the Tyler-East Texas area; a second, the southeast area, including Houston and Beaumont, to El Campo; a third, the San Antonio and Austin area, to Cameron and Brownsville; a fourth, the west Texas and plains area, north to Kerrville; fifth, the Fort Worth area, to Wichita Falls and Temple, and sixth, the Dallas area, east to Centerville.

Several other changes were made in the constitution and bylaws. The board of directors is now permitted to set convention dates, though the selection of convention site is still by vote of the members. The president may now appoint the nominating committee at any time during the year, instead of at the opening session of the annual convention, and

the membership of the committee has been increased to four plus the chairman. The duties of the executive secretary have been defined, and a few word changes were made in the definitions for eligibility to membership in the association.

The Arp award, a huge silver punch bowl, awarded annually for meritorious service to the Texas nursery industry, was presented for 1956 to Ralph Ellis Gunn, Houston landscape architect. In bestowing the award, Clark Kidd called attention to the outstanding contribution made by Mr. Gunn in planning the short courses for nurserymen the past three years and to his service to the Texas Landscape Association. One example of Mr. Gunn's professional work that was enjoyed by all at the convention was the beautiful landscaping of the swimming pool and cabana area of the Shamrock-Hilton hotel.

### Opening Session

An informal party from 5 to 7 p. m. August 19, preceded the formal opening of the convention Monday morning. In his presidential address, H. Durward Thompson commented on the increased budget made possible by an increase in dues the past year, but at the same time pointed out the need for larger membership, as the T. A. N. roster is somewhat under 300 firms. Thirty-



Presentation of Arp award to Ralph Ellis Gunn, right, by Clark Kidd, center, as H. Durward Thompson, T. A. N. president, looks on.

five new members were accepted during the past year.

The research and education committee received special commendation as the most active committee during the year. It was largely responsible for more students enrolling for college courses in landscape and nursery management, greater attendance at the association's short courses and plans to participate in high school career days throughout the state.

B. R. Fullingim, executive secretary since June 1, reported a healthy balance in the treasury, good participation in the group insurance program and the possibilities for increasing the T. A. N. membership. His new offices are in the Commodore Perry hotel, Austin.

Speaking at the luncheon Monday noon, W. H. Gove, vice-president in charge of sales, EMC Recordings Corp., St. Paul, Minn., asked the questions, "Are we easy to do business with?" and "Are we easy to buy from?" Marketing and selling are more than just offering and displaying merchandise and making it possible for people to buy. "You must find out what people want, then make it real easy to buy it," he said.

Eliminate the word sell from your vocabulary, said Mr. Gove, because sell has an essence of conflict, a feeling that you have to talk someone into buying something, the connotation that the seller gets the better of the buyer. Instead, he recommended the word "swap." It is more personal. It infers that the buyer and the seller have done something together, it has a friendly instead of busily businesslike sound.

In elaborating upon the title of his talk, which was "You Make the Difference," Mr. Gove presented three requisites for successful selling. First, be yourself, and be sure that it is your best self. Do not try to add traits to your personality that are not innate but rather endeavor to subtract the characteristics which detract from your personality. Second, be a good listener. Listening with understanding can often be far

more persuasive than talking. And third, be a "gogiver" as well as a gogetter.

Today almost every product is the best and comes in an attractive package, or it will tomorrow, which means that there comes a sameness in industry. So, it is the service you can give along with selling your product that makes the difference between the customer buying from you or your competitor. Do not always be thinking of how to get your share of the market, said Mr. Gove, but how to give more to it. When you talk to your prospective customer, do not just talk product, talk ideas, what you and your product can do for and give to the customer.

#### Texas Drought

The afternoon session began with the showing of a color movie, "Landscape for Living," produced by the American Association of Nurserymen to illustrate how new home grounds may be easily and beautifully landscaped to give the homeowner more enjoyable outdoor living as well as more attractive surroundings and increased property value.

John White, commissioner of agriculture, made a flying trip from Austin to discuss the drought in Texas. Despite recent scattered showers, the over-all effect of

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## Texas Landscape Election

By George M. Fisher, Sec'y.

The Texas Landscape Association and its board of directors held meetings and a tour on Sunday and Monday, August 19 and 20, before the meetings of the convention of the Texas Association of Nurserymen.

T. L. A. members met for breakfast, Monday morning, in the Pine room and held a business meeting afterward. Leonard M. Riggs, Riggs Nursery & Landscape Co., Longview, president of the Texas Landscape Association, presided at all business meetings. The other officers are vice-president, Otto E. Scherz, Scherz Nursery, San Angelo; secretary-treasurer, George Fisher, Arp Roses, Inc., landscape department, Tyler, and director at large, Theodore S. Daniel III, Daniel Landscape Nurseries, Athens.

J. B. Baker III, Baker Bros. Nursery, Fort Worth, was elected to membership at this meeting.

Directors elected at the meeting for a 3-year term were: John J. Hill, Dallas Nurseries, Dallas, and Ray

Breedlove, Breedlove Nurseries, Tyler, and for a 1-year term: R. C. (Bob) Suggs, Suggs Landscape Co., Houston; Ralph Ellis Gunn, Ralph Ellis Gunn & Associates, Houston, and John Van Valkenburgh, Van Valkenburgh & Vogel, Inc., Dallas. Five alternate directors elected were Fred Teas, Bellaire; Roy L. Garner, Dallas, Mancill Allen, Houston; Naud Burnett II, Dallas, and Raymond Hill, Victoria.

#### Landscape Tour

The landscape tour for the members of the T. A. N. and their families was conducted by T. L. A. on Sunday, August 19, leaving the Shamrock-Hilton hotel at 2 o'clock and returning at 5 p. m. Parks and outstanding landscaping projects of homes and industrial developments were visited, with a stop for refreshment at the garden of the Memorial Drive Country Club.

Committee members of the convention landscape tour were Ralph [Continued on page 96]

# Papers Highlight Shade Tree Conference

By Noel B. Wysong

The National Shade Tree Conference became more international in scope and character by holding the annual meeting, for the first time in its history, at Toronto, Canada. Proof that interest in trees serves as another bond between Canada and the United States, the 3-day convention was attended by 636 delegates from the two countries. It was the second largest meeting in the history of the conference, being exceeded only by the meeting held at Cleveland, O., in 1947, which drew an attendance of 645. Fine weather, excellent accommodations at the Royal York hotel, the friendly hospitality extended to the delegates, informative discussions and well-arranged exhibits of tools and supplies used in arboriculture combined to make this 32nd annual convention one of the most enjoyable meetings ever held by the organization.

## Election of Officers

At the business session, officers for the coming year were elected as follows: President, Homer L. Jacobs, Davey Tree Expert Co., Kent, O.; vice-president, Marvin E. Fowler, United States forest service, division of forest disease research, U. S. D. A., Washington, D. C.; secretary-treasurer, L. C. Chadwick, department of horticulture, Ohio State University, Columbus; editor, Paul E. Tilford, executive secretary of the National Arborist Association, Wooster, O.

Elected to the executive committee for a term of two years were Harry E. Turner, secretary of the shade tree commission, East Orange, N. J.; H. N. Englewood, Midwestern Tree Experts, Indianapolis, Ind., and Ross McIntire, superintendent of street trees, Los Angeles, Calif. Elected for a 3-year term to the membership committee were Stephen G. Pugh, Southern Bell Telephone & Telegraph Co., Decatur, Ga., and Edward D. Price, Davey Tree Surgery Co., Ltd., Gridley, Calif.

## Opening Session

The convention was formally declared in session by President Pierre A. Miller, Los Angeles, Calif., and the invocation given by the Rev. F. V. Allen, Roman Catholic auxiliary bishop for the diocese of Toronto. Nathan Phillips, mayor of Toronto, welcomed the delegates and extended an invitation to attend the

Canadian National Exposition, which opened Friday, the final day of the conference.

## Education in Tree Care

The first paper on the educational program was presented by J. Cooke White, Massachusetts Tree Expert Co., Newtonville, Mass., who spoke on the subject "Educating the Public to Care for Trees." Asserting that the care of trees is "the most cheerful and romantic occupation on the

## SHADE TREE OFFICER



Currently serving as president of the Ohio chapter of the National Shade Tree Conference, J. Melvin Easterday has a landscape contracting business on Hills and Dales road, Canton, O., specializing in lawn construction, both residential and commercial, in addition to tree, shrub and evergreen planting and work on control of Dutch elm disease and weeds.

A graduate of Ohio State University, department of horticulture, with a bachelor of science degree, Mr. Easterday worked his way through college as a gardener. The present business was established in 1942 and now is located on seven acres, including two acres of nursery stock and the family residence.

Mr. Easterday and his wife have two children: Barbara, 19, attending Denison University, at Granville, O., and John Melvin, Jr., 17, a senior in high school. Mr. Easterday's hobbies are reported as travel, hunting and sports, including league bowling, and greenhouse growing of different varieties of ground covers. He has served as president of a local organization of landscape men and nurserymen, the Stark Horticultural Association, and is also a past president of the Ohio State Floriculture Alumni Association. He is now president of the Massillon Lion's Club.

continent," Mr. White suggested that too often uninteresting methods are used to publicize trees and their need for care. The public usually is not interested in cold facts of arboriculture, he said. Stressing the importance of using unorthodox methods and imagination in presenting information on trees and the need for their care, Mr. White cited several examples of effective presentation.

The outstanding example of unorthodox but effective procedure in selling an idea is the character Johnny Appleseed, created and personified by John Chapman, Mr. White declared. A good approach in selling ginkgo trees, he said, lay in publicizing them as living fossils and telling the story of their relationship to the age of dinosaurs. "Point out," he said, "that the same tree species which shaded the giant animals of 150 million years ago is used as shade trees today. Then you can point out the hardiness of the ginkgo and its usefulness as a shade or street tree." In attempting to sell small tree species to the public as the type best suited to small homes, he advised publicizing them as "tailored trees" rather than small trees. He said it is the unusual features in any sales campaign that attract public attention, and one should find such features in selling the public on trees and their care.

## Tree Value

"Tree Evaluation in Action" was discussed by Walter I. Meyer, department of parks and recreation, Detroit, Mich. The need for developing some system of placing a monetary value on shade trees was felt in Detroit more than 25 years ago, Mr. Meyer said, since many of the street trees were dying from lack of care or improper, unauthorized treatment. Disputes concerning the actual cash value of trees were many. In 1931 a tree evaluation formula was adopted and put into use with legal sanction, he said, and since that time the department has processed thousands of trees in which questions of value were involved.

Referring to the difficulty of obtaining public acceptance of a shade tree evaluation formula, Mr. Meyer advised procedure as follows: (1) The basic fundamentals of tree values must be emphasized, and those [Continued on page 101]

# Diseases and Pruning Topics At National Arborists' Meeting

By Noel B. Wysong

The National Arborist Association, Inc., convened for its annual meeting August 20, at the Royal York hotel, Toronto, Ont., Canada, for discussion of problems pertinent to arboricultural operation. When the meeting was called to order by President Hackett C. Wilson, Wilson Tree Co., Shelby, N. C., approximately 125 members and invited guests were present. Tree service companies from all sections of Canada and the United States, even from such distant points as Florida, Texas and California, were represented in the attendance.

## Election of Officers

At the business session officers for the coming year were elected as follows: President, George W. Goodall, Goodall Tree Export Co., Portland, Me.; first vice-president, Henry Vaughn-Eames, arborist, Westfield, N. J.; second vice-president, Ray Gustin, Jr., Gustin Landscape & Tree Service, Rockville, Md.; secretary, Roger F. Sohner, Sohner Tree Service, San Anselmo, Calif., and treasurer, James T. Turner, Turner Tree Service, Atlanta, Ga. Elected to the board of directors for a 3-year term was Ernest J. Chase, Chase Tree Service, Keene, N. H. Holdovers on the board of directors are George T. Lewis, Lewis Tree Surgeons Co., Media, Pa., and Freeman L. Parr, Parr & Hanson Co., Hicksville, N. Y. Paul E. Tilford, Wooster, O., was retained in his position as executive secretary of the association.

## Arboriculture Report

The first speaker on the program was Dr. Tilford, who presented a report on the arboriculture industry statistics covering the past 12 months' period. Data contained in the report were based on 108 questionnaires completed and returned by members of the association. Information included wage rates, additional benefits given employees and charges for various types of arboricultural work. The data on wage rates and charges were given separately for three general geographical regions of the United States—New England and the northeast, the southern states and the midwest and west. Averages of the period 1954-1956 indicate that wages for tree

workers of all classes, from common labor to foremen, are gradually increasing. These wage increases are reflected in some slight increases in prices charged for work performance.

In commenting on the data compiled for the current year, Dr. Tilford said fringe benefits for employees, such as bonus and profit-sharing plans, hospitalization, paid vacations, paid holidays, pension and retirement plans and other inducements used to attract and retain labor, had increased noticeably. Mentioning several accidents involving tree workers that had occurred during the past year, he said most tree service companies are attempting to reduce the frequency of accidents

## NEW A. A. N. DIRECTOR



Leonard H. McGuire was elected director from region VI for one year, at the recent A. A. N. convention at Los Angeles, to fill the unexpired term of Clyde H. Stocking, new president of the national association.

Mr. McGuire is a graduate of the school of business administration and economics, the University of Washington, Seattle. For the past 15 years he has been associated with R. R. Williams, his father-in-law, in the Puget Sound Nursery and Garden Shop, Tacoma, Wash. He is a past president and active member of the Washington State Nurserymen's Association.

Mr. McGuire is married and has two children, a daughter, 18, and a son, 15. He is a member of the Elks and is a past president of the local Kiwanis Club. Mr. McGuire says of his hobbies that he would love to resume his golf game, if he were not a 7-day nurseryman.

through organized safety programs; some companies pay bonuses to workmen on the basis of their safety record.

## Tree Disease Research

"Where We Stand Now in Tree Disease Research" was the subject of a paper presented by Marvin E. Fowler, of the United States forest service, division of forest disease research, U. S. D. A., Washington, D. C. Explaining that the division of forest disease research personnel is engaged in studies of the relationship of diseases to all timber losses in the United States, Dr. Fowler said about 140 tree species are considered commercially important. Because of limited personnel and funds, he said, not all tree diseases can be thoroughly studied; efforts are concentrated on those deemed to be most serious. Priority of diseases to be studied in the research program are determined by surveys. At present, he stated, about 20,000,000,000 board feet of timber is killed or injured annually by diseases.

Dr. Fowler then described a number of serious tree diseases. Chestnut blight is still active, he said. It has killed practically all American chestnut trees in the United States and is causing serious damage to post oaks in many areas. It does not seriously injure other oak species. Whitepine blister rust commands attention. Standard control methods consist of destroying ribes species, the alternate host of the rust fungus, but attempts are being made to develop additional means of control. Some success has been achieved in developing strains of white pine that are resistant to the blister rust fungus. Control of several other rust fungi is being attempted through the use of fungicidal sprays, Dr. Fowler said.

## Dwarf Mistletoe

Dwarf mistletotoe was described as a serious problem, especially of western conifers. Some degree of control is obtained by harvesting the timber crop early and by pruning out affected branches. Experiments are being conducted with various spray materials. Efforts are being made to combat the little leaf disease of pines through the development of resistant species. Sweet gum blight was described in considerable detail; the symptoms include wilting of the foliage and progressive dieback of branches. Applications of fertilizer and pruning have been tried as control measures, but have not been successful in halting spread of the disease, Dr. Fowler said. No control

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# Plants, Landscaping, Lawn Maintenance Discussed at Florida Course

By T. J. Sheehan and E. W. McElwee

More than 220 nurserymen, landscape men and foliage plant and flower growers attended the varied short course, August 22 to 24, conducted by the Florida extension service in cooperation with the Florida agricultural experiment station, University of Florida and state plant board at Gainesville. The staff of the newly formed coordinated department of ornamental horticulture played an active part in the short course program.

The first day's program was devoted to plant materials and landscaping for Florida homes. The highlight of the day's program was a film showing the activities connected with completely landscaping a home in one day. The demonstration was carried out last March by the Florida Nursery & Landscape Co., Leesburg, as reported in an article

in the American Nurseryman, April 15. The home of C. T. Carlisle, Leesburg, was transformed from a house on a bare lot to a livable home complete with patio in one day. In commenting on the merits of this type of advertising, Gervin Pringle, president of the Florida Nursery & Landscape Co., stated that the cost of the project has already been returned in increased business, good will and advertisement.

## Ornamental Vines

R. D. Dickey, Florida agricultural experiment station, discussed the selection and use of ornamental vines as landscape material. He emphasized that vines have many landscape uses, including their use for architectural lines, to soften undesirable lines or features; to transform undesirable trees, poles and other ele-

ments into landscape features, and to enhance plain walls and fences. He stated that vines are particularly useful in creating tropical effects for shading patios and outdoor living areas and for their adaptability to narrow and confined situations.

Factors to be considered in choosing a vine, according to Mr. Dickey, should include an evaluation as to ease of maintenance and resistance to insects and diseases; size and scale relationships with associated features; texture and color of foliage and flowers, and time of flowering. Since all vines have one or more faults, Mr. Dickey thinks that the vine with good foliage, the greatest display of flowers and with the least number of faults should be chosen.

Mr. Dickey recommended the following vines as being well adapted to northern Florida: Painted trumpet; Chinese wistaria; confederate jasmine; Carolina yellow jessamine; Japanese clematis; trumpet vine; trumpet honeysuckle, and five-leaved akebia. For peninsular Florida he listed the following: Bougainvillea flame vine; allamanda; podranea; Jasminum amplexicaula (*J. ilicifolium*); Cape honeysuckle; Mexican flame vine; showy combretum; Brazilian nightshade, and woolly congea.

In discussing ornamental plants for north and west Florida, Henry C. Martin, horticulturist and grounds superintendent of Florida State University, Tallahassee, pointed out that the variety of ornamental plants produced in Florida is such that a landscape designer or homeowner should have no trouble in meeting any landscape situation. The changes in architectural design which are having an effect on the landscape design

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A group of speakers looking over some disease specimens. Left to right, Drs. S. McFadden, H. Miller, S. Kerr and R. Dickey.

## Tips for Better Landscapes

# Gardens in the Shade: Part 1

By Clarence E. Lewis

Long Island Agricultural and Technical Institute, L. I., N. Y.

There is more to growing plants in the shade than meets the casual eye. It is not merely the lack of sunlight that may cause a tree or shrub to develop poorly and eventually die. Generally plants do not suffer appreciably until the light intensity is reduced to about 20 per cent of optimum, or lower. Other factors that influence the life and growth of plants along with the reduction of light are soil moisture, temperature, relative humidity and wind. So, when the word shade is mentioned in relation to plants it means much more than just that. The light intensity of a leaf surface may rise from two to as much as 35 per cent in a few minutes and then return to its original low. Factors that influence this in addition to those already mentioned are time of day and season, angle of sun and effects of recent weather.

A study showed one of the most detrimental aspects of shade to be a nitrogen deficiency caused by a low rate of decay. It may be true in some cases that certain plants have much higher nitrogen requirements than others, which accounts for their inability to grow in the shade of other plants. This applies to woodland conditions.

Shade-demanding wild flowers, shrubs and trees may be at a distinct disadvantage in full sunlight because

they are unable to manufacture chlorophyll speedily since light decomposes chlorophyll. Such plants could remain green only if they could maintain an equal rate of synthesis of such pigments. They may also develop an adverse internal water balance so quickly that the food manufacturing practically ceases because the stomata close. The food manufacturing (photosynthesis) and respiring balance may also become critical.

Sometimes young trees will grow in dense shade for many years without making any diameter growth. One record shows that such growth occurred for 46 years.

### Moisture Importance

You have, no doubt, read that shade reduces transpiration as well as the loss of water from the soil. There are instances, however, where moisture is a more critical factor in the shade. Generally speaking, soil moisture is more favorable for plant growth in light shade than in either full shade or full sunlight. This is often due in part to less root competition for moisture and nutrients which, of course, does not apply to plants growing in full sun.

Plants that grow in the shade may use as much as 70 per cent of the light energy available to them in the making of sugar, while plants in the

sun may use only about 1 per cent. This is due to the limited supplies of carbon dioxide, lack of water, etc.

### Differences in Growth

How should we expect plants to develop under the shade of other plants and what structural differences occur because of this influence? The distance between nodes is longer, and the branching is less prolific. The protective layer on the leaf is usually thinner, and the cell walls develop in similar fashion with larger spaces between each. The stems are more spindly, and the wood tissue and supporting tissues are often not as well developed as they would be if the plant were growing in the sun. The chloroplasts are more numerous, but are smaller and do not have as high a chlorophyll content.

The effects of a shady growing condition continue and include such data as: (1) Plants in the shade have a low respiration rate and a slow loss of water; (2) the protoplasts of leaves in the shade exert so little pressure against the cell walls that wilting occurs when the leaf water content drops as little as 2, 3, 4 or 5 per cent. In comparison, leaves in the sun show no wilting until the leaf water content drops more than 30 per cent; (3) there is usually a lower carbohydrate nitrogen ratio, and (4) flowering and fruiting is considerably



Illustration A—The graceful, curved margins of the lawn area as shown here are preferred to wiggly margins, whether the lawn is in a shaded garden or a sunny one.



Illustration B—A canopied entrance to a back-yard garden makes the whole area more interesting. A drying yard must be provided even in a shaded garden development.

reduced on most plants. Plants grown in the shade flower at a later date than when grown in full sun.

You will probably ask what all this has to do with landscaping, and the answer is, "Nothing," in a direct way; but certainly there are tangible bits of information that may cause one to observe more closely plants in deep shade and to think a little more seriously the next time one does a planting in the shade.

#### Air Circulation

It is well to remember, too, that many plants can be used in shaded areas as long as there is a good circulation of air. Such plants should not be depressed by low-hanging branches of nearby trees, or too many heavy shrub plantings close by. Dead air pockets are objectionable, too, and are usually created at the base of a slope or in a sudden dip of the topography. Long sweeps of unbroken wind are not good, either. A ready supply of common sense is essential here as in many other landscape situations.

An advantage to a place of considerable shade is that crab grass is no problem, nor do you have to contend with many weeds that like the sun. The weed problem is not eliminated, because there are weeds that grow best in shade, but they can often be easily hand pulled. Such an area does not demand the weekly use of a diamond-point hoe, or some other similar tool.

Informal lines are generally more suited to a shaded garden, and even here a scalloped edge is not desirable, since it neither looks good, nor fits the average development. Maintenance is more of a problem for the person who must keep such an edge, and after a year or two he will either change it or suggest that it be done. The graceful curved line shown in illustration A is much easier on the eyes—and the patience. Watering is necessary in shade, too, as may be suggested by the hose in the same picture.

#### Formal Lines

Straight lines are usually better adapted to a more formal area but can be incorporated in some casual gardens, as long as they do not dominate it. They can be used to direct attention to a particular spot in the garden. Hedges may not conform easily to screening for such an area, but a small section of hedge is sometimes well used to emphasize the foliage and loose habit of a nearby tree or group of shrubs.

A canopied entrance to the garden is intriguing to those who enter. Such



Illustration C—The blankness of a house wall can be altered and enlivened by the addition of a window box.



Illustration D—Steps in a shaded area should be well marked, and the risers should not be excessively high.

an entrance is obtained, as shown in illustration B, by the proper placement of a flowering dogwood. Deep shadows are fascinating, particularly when they contrast with a sunny spot nearby. Such areas look cool and are.

In illustration B, there is also an open area with a clothes reel. Whether one likes this or not, a drying yard has to be provided, and this one is not too objectionable because the clothes reel can be easily removed. A clothes-drying yard is one of those things we must live with, if we wish to keep clean. Sometimes the drying yard can be separated and screened, but in a shady garden development on a small property it is difficult to do.

Open areas should be a definite part of the scheme of things—if they are not, then they appear foreign to the pattern. This can be done by carrying some of the background and foreground shrubs and ground covers around the edges of the area. The situation is also aided by repeating a few flowering plants that were used in shaded portions—such a plant as aquilegia (columbine), which can be grown in both sun and shade (not at the same time, though).

The house is, of course, a part of a rear shady plant development, but it should not stand out like that well-known thumb. A window box may help things a bit if it is well planted, and this is no problem. Illustration C shows a box filled with geraniums and other plants, which can be changed if the lady of the house so desires. A base planting and a suitable tree nearby will also help the situation. Even a well-placed vine adds a bit of desirable foliage.

Changes in elevation make a shady planting even more interesting than

one on flat land, but suitable steps should be provided if the elevation difference is abrupt. Illustration D shows steps made of concrete, and you will notice that the risers are not over three inches high. This is important when adding steps to an area where the lighting is not particularly good. The steps should also be well defined, because there are many ages who will use them. Lighting may be necessary if the area is to be used during the evening, when there are buildings, such as a garage, that must be reached.

Well-spaced flagstones or squares of used bricks are also advisably used in shaded areas where people walk. After a rain, shaded areas remain wet and sometime treacherous for a time afterward—so walking should

[Continued on page 43]



Illustration E—Adding a few unusual plants, such as caladiums, to the shaded areas provides new and different interest.

# Operating a Garden Center

## *Chapter 18. Impulse Buying, Deliveries, Credit and Hours*

By John J. Pinney

After a customer has purchased all that he apparently intends to buy at the time, you may be able to sell him more by calling his attention to related or associated merchandise. Let us suppose a customer has bought privet for a hedge. The salesman can inquire if he has the necessary hand tools for its planting and care—shovel to plant, pruning shears to cut back properly after planting and clippers to keep the hedge trimmed. The chances are the customer will have the shovel, but he is not so likely to own the pruning shears or the hedge trimmers, and he may decide to buy them all at once.

Many different kinds of tools and materials are required for the care of trees, shrubs and plants on the home grounds. A rose garden needs plant food, peat moss, leaf mold or some other kind of mulch, fungicides and insecticides and sprayers or dusters to apply them. If the garden is to be more or less formal, a customer might be interested in bordering it with a dwarf hedge, or he may need a trellis for climbers or permanent labels to mark varieties.

Few customers will take it amiss if you suggest supplies for the proper care of the plants they buy, but an attempt on your part to sell them anything and everything in the store may antagonize them and may even

result in their no longer coming to see you. Undue pressure brought to bear on the customers by attempting to sell them something in which they have shown no interest is irksome and even embarrassing. If, however, you have some new merchandise on sale, it would not be out of order to call the customer's attention to it: "We have just received some very nice bulbs from Holland. There are several new varieties this year, and we have beautiful pictures to show you what they are like."

### Impulse Buying

Supermarkets and variety stores have discovered that a great deal of merchandise is bought on impulse. The customer had no intention of buying it before entering the store, but upon seeing it, he suddenly decided that he wanted it. Much of supermarket and variety store merchandising is based on this fact. Everything on sale in the store is out on display so the customer can see it as he goes up and down the aisles. Sometimes the same item will be displayed in two or three places in the store to increase the chances of its being seen. You may have noticed how much merchandise is displayed on both sides of the entrance to the check-out counters. While the customer is waiting to be checked out he is faced with this

array of articles, some of which he may discover he needs. Consequently an additional sale results.

A garden center operator can follow the same methods in his merchandising practices. In the case of the fall bulbs referred to above, the bulbs should be offered in one large display for the convenience of the customer, but to make sure he knows you have the bulbs on sale you can display a few of them in other places in the garden center, with a card calling attention to the main display. A display on the check-out counter will guarantee that he cannot leave without being aware of the bulbs.

### Timely Displays

Displays intended primarily to encourage impulse buying are best confined to timely merchandise, items that the customer can make use of immediately. The displays should be changed frequently to insure the greatest impact on the customer's consciousness. This is especially true of the stock displayed on the check-out counter, where there should be only a few things displayed at any one time, so that they will not compete with each other for attention to such an extent that the customer will get no clear impression of any of them.

After your customer has bought what he came in to buy, or what he decided to buy after he looked around, and you have suggested related merchandise he might need and have called his attention to new and timely merchandise, after which it was again brought to his notice by the impulse merchandise on the check-out counter, you have used about all the sales pressure that can reasonably be brought to bear on the customer.

Naturally, you thank him for his business when he leaves, but some garden center operators go a step further by sending the customer a postal card a few days later expressing appreciation for his patronage and offering to help him in any gardening problems he may have. Obviously, cards would not be sent to those who made only minor purchases or to frequent customers who might consider a succession of such cards a nuisance; but the average

[Continued on page 50]



Well-planned garden center of Homedale Nursery, Hopkins, Minn. The offices (left) are separated from the garden store (foreground) by the lath house. There is easy access to all parts of the garden center from the large parking lot to the right (not shown in the photograph).



Panel members who reported on winter damage to nursery stock in Washington at the state association meeting held at Spokane; left to right, John Snyder, Wenatchee, new president of the W. S. N. A.; Harley Mays, Vancouver; Larry Krause, Spokane, and R. W. Moller, Bothell. (LaDon Hanson, Mount Vernon, was not present to report on conditions in his part of the state.)

## Winter Damage Panel at Washington

*By M. Blake Smith*

The joint summer meeting of the Washington State Nurserymen's Association and chapter 28 of the American Association of Nurserymen, held at the Davenport hotel, Spokane, Wash., closed the afternoon of August 25 after a strenuous 3-day program.

It was, first of all, a family convention, and the convention committee, under the chairmanship of Adolph Krause, had a well-planned entertainment program for all. In addition, important action was taken at the business sessions, including election of officers for the W. S. N. A. and the appointing of additional board members in preparation for the establishment of charters.

John Snyder, Columbia & Okanogan Nursery Co., Wenatchee, was elected president of the state association for the following year. Bryan Taylor, Taylor Nurseries, Seattle, was elected vice-president. Lenora G. Walters, Walters Nursery, Puyallup, was re-elected secretary-treasurer with a warm tribute for her long unselfish and efficient service in this capacity.

New or retained advisers are: C. Norb Balzer, Spokane area; Fred Dent, northwest area, including Everett; Ray Gardener, southwest Yakima area; Harley Mays, southwest Vancouver area; Jack Van Wells, north central Wenatchee area; Gordon Squire, west central area, including Chehalis, Aberdeen and the Olympic peninsula; Willard Steward, Seattle area, and Marlin Edwards, Tacoma area. As chapters

form, Mr. Krause reminded the group, they may rename their advisers. Otherwise directorships shall extend one year.

### Opening Session

Willard Taft, mayor of Spokane, welcomed the two organizations after Larry Krause, Krause Nursery, Spokane, W. S. N. A. president, opened the joint sessions promptly at 9 a. m., August 23. Mayor Taft paid tribute to the assistance nurserymen have given in beautifying Spokane and other municipalities. Secretary's and treasurer's reports were then given by Lenora G. Walters.

Willard M. Steward, Maple City, advertising chairman of *Balls and Burlaps*, the official publication of the W. S. N. A., reported that since the advertising rates had been increased, the books had been balanced, but greater support is needed from nurserymen having store outlets, to obtain their suppliers' advertising for the paper.

Bryan Taylor, Taylor Nurseries, Seattle, reported on the revisions of the proposed bylaws that he and Willard Steward had prepared. The matter of honorary members' having right to vote was discussed. Mr. Taylor stated that while it is unusual to give honorary members this right, the committee had included a section in article III granting such a privilege because there are only six honorary memberships and these had not been lightly given by the organization. In each case the honor had been granted to men of worth

and experience who otherwise could not qualify for membership.

Mr. Taylor pointed out that the qualifying phrase, "If they are approved," in article IV, section 2, regarding charter constitutions, protects the W. S. N. A. from approving chapters with bylaws or a constitution in conflict with the adopted bylaws of the W. S. N. A.

The W. S. N. A. attorney, Thomas D. Kelley, Seattle, who had studied the legal aspects of the proposed bylaws changes, had questioned the matter of a two-thirds vote in changing bylaws after adoption. Mr. Kelley thought that the proposed two-thirds vote requirement in article XI might be high. The committee recommended that the proposed vote requirement be adopted as written, because it would tend to check insufficiently considered changes.

The full text of the proposed bylaws had been printed in the August, 1956, issue of *Balls and Burlaps*. Final action of adoption was a move by Willard Steward, seconded by Paul Meyer, with a unanimous favoring vote and a round of applause.

The legislative report by Stanley Walters, Puyallup, included a recommendation that individual nurserymen members of both the state and chapter groups write to their national congressmen at once to express their approval of the proposed allotment of funds for ornamental plant research.

Mr. Walters read a letter to the  
[Continued on page 69]

# New England Outing

By Erwin W. Whitham

It was a beautiful day in Connecticut when the New England Nurserymen's Association — almost 400 strong — gathered on the grounds of C. R. Burr & Co., Manchester, for the organization's annual summer meeting.

Highlight of the day, from a news standpoint, was the announcement by Charles S. Burr, president of the host company, that his firm soon would begin construction of a large modern warehouse. The new structure will be located on a private railway siding and will contain six loading docks for tractor trailers. The latest conveyors, fork lifts and material-handling systems will be used to make fast shipments to dealers beginning next spring.

The visiting nurserymen enjoyed a busy program of activities which included eight bus tours of Burr's growing fields. Five buses making 90-minute tours enabled visitors to see some of the Burr plantings in four towns, only a part of the Connecticut operations of the company, which has production farms also in three other states.

In Buckland the visitors saw multi-flora seedlings; thornless honey locust; flowering crabs; dwarf apples and budded apples; green and red barberry; honeysuckle, and red bark dogwood.

As buses traveled from one Burr operation to another, they passed

through former tobacco land now devoted to nursery stock. Large plantings of evergreens were noted in Wapping, and at the Burr farm in South Windsor where visitors alighted for refreshments served in a former tobacco shed they saw more nursery stock varieties.

At the last point on the itinerary at the home farm in Ellington, the party noted, among other planting, six varieties of young maple trees.

During the busy day the visitors enjoyed a program of games before and after lunch and wound up the activities with a banquet in the evening.

Among the guests were those who could remember the early days of the Burr firm, which was established in 1898. The company now ranks as one of the largest growers of nursery stock in the United States and sells in addition to bare-root stock, a line of packaged roses, shrubs and trees. The company's sales program includes sales helps of many kinds to aid its customers in selling and merchandising Burr stock.

Among the many well-known nurserymen who attended were Richard P. White, executive vice-president of the American Association of Nurserymen; Dick Van Heiningen, president, and Erwin W. Whitham, secretary, of the New England Nurserymen's Association; William Vittner, president of the Con-

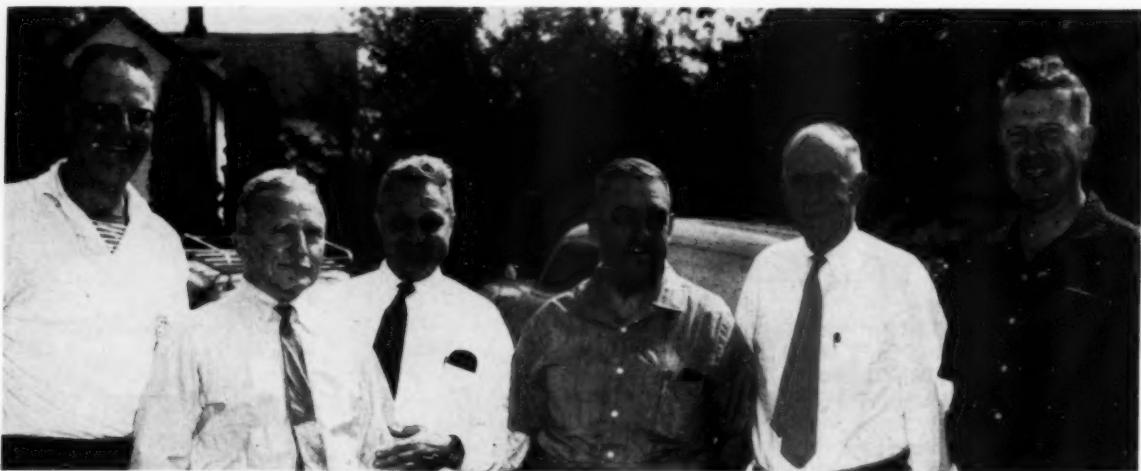
nnecticut Nurserymen's Association; Howard Taylor and Peter Cascio, past presidents of the American Association of Nurserymen; Frank Bon Giorno, president of the Long Island Nurserymen's Association, and Everett Piester, superintendent of the Hartford park department and director of the famous Elizabeth Park rose gardens.

## WAGGONER NAMED

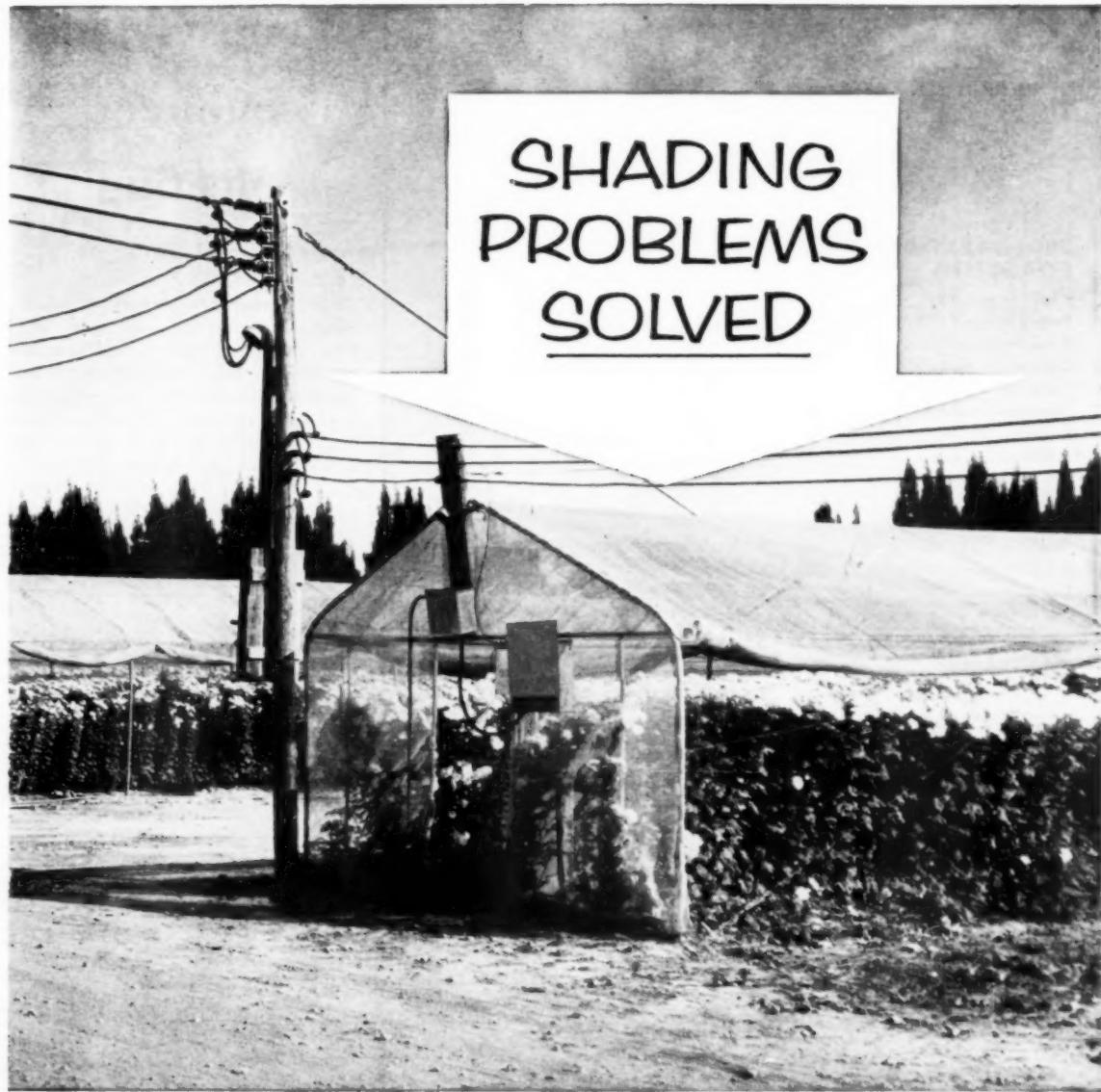
An administrative change effective September 1 brings together research in plant environment at the Connecticut agricultural experiment station, New Haven, Director James G. Horsfall has announced. The station board of control has set up a new department of soils and climatology, with Paul E. Waggoner as head. Dr. Waggoner has served since April as head of the department of climatology; he has been on the station staff since 1951. Soils research under that name began at the station in 1923.

"Research in soils and climatology go together in our study of how plants grow," Dr. Horsfall points out. "We usually think of climate and its effects on the aboveground parts of plants. The soil governs the climate in which roots grow. The new organization of our work in these fields reflects this close alliance."

**BURWELL NURSERIES CO.**, 4060 East Main street, Columbus, O., was host recently to 30 eastern nurserymen and garden store managers, who inspected the three Burwell nurseries and the garden store.



The host and distinguished guests at the summer meeting of the New England Nurserymen's Association, left to right: Charles S. Burr, president, C. R. Burr & Co.; Howard Quadland, A. A. N. information service; Peter Cascio, Peter Cascio Nursery and past president of the American Association of Nurserymen; Dr. Richard P. White, executive vice-president of the A. A. N.; Howard C. Taylor, Rosedale Nurseries, Inc., Hawthorne, N. Y., past president of the A. A. N.; Dick Van Heiningen, Van Heiningen Nurseries, Deep River, Conn., president of the New England Nurserymen's Association.



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*Cotoneaster Horizontalis*  
*Elaeagnus Fruitlandi*  
*Elaeagnus Simoni*  
*Euonymus Coloratus*  
*Euonymus Fortunei Erectus*  
(small leaf)  
*Euonymus Patens*  
*Gardenia Fortunei*  
*Ilex Cornuta Burfordi*  
*Ilex Cornuta Femina*  
*Ilex Crenata Convexa*  
*Ilex Crenata Rotundifolia*  
*Ilex Opaca East Palatka*  
(heavily sheared)  
*Ilex Vomitoria*  
(well sheared)  
*Pride of Houston*  
*Jasminum floridum*  
*Laurel Cherry*  
(well sheared)  
*Ligustrum Lucidum*  
(Black Wax)  
*Ligustrum Lucidum*  
(Griffing type)  
*Ligustrum Lucidum Nanum*  
*Loropetalum Texanum*  
*Magnolia Glauca*  
*Magnolia Grandiflora*  
*Magnolia Soulangiana*  
*Magnolia Soulangiana Nigra*  
*Nandina Domestica*  
*Photinia Serrulata*

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*Arborvitae, Occ. Nigra*  
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*Arborvitae, Occ. Pyramidalis*  
*Cedrus Deodara*  
*Juniper, Andorra*  
*Juniperus Excelsa Stricta*  
*Juniperus Fastigiata*  
*Juniperus Glaucia Hetzi*  
*Juniperus Glaucia Hetzi*  
(staked and sheared)  
*Juniperus Hibernica*  
(Irish)  
*Juniperus Pfitzeriana*  
*Juniperus Pfitzeriana Aurea*  
*Juniperus Pfitzeriana Compacta*  
*Juniperus Sabina*  
*Juniperus Sabina Vonehron*  
*Juniperus Sabina Vonehron*  
(staked and sheared)  
*Juniperus Scopulorum*  
*Juniperus Sylvesteris*  
(Chinensis Femina)  
*Juniperus Virginiana Burkii*  
*Juniperus Virginiana Canaertii*  
*Juniperus Virginiana Dundee*  
*Juniperus Virginiana Glauca*  
*Pinus Mughus*  
*Pinus Nigra*  
(Austrian Pine)  
*Pinus Sylvestris*  
(Scotch Pine)

## CANNED STOCK

*Abelia Grandiflora*  
*Gardenia Fortunei*  
*Gardenia Mystery*  
*Ilex Burfordi*  
*Ilex Convexa*  
*Ilex Helleri*  
*Ilex Rotundifolia*  
*Magnolia Grandiflora*  
*Pyracantha Formosana*  
(light)  
*Pyracantha Lalandii*  
(light)  
*Crape Myrtle*

# Pennsylvania Summer Meeting

By Wilbur I. Nisley, Sec'y.

On Wednesday, August 15, John Albrecht Nurseries, Narberth, Pa., were hosts for the annual summer meeting of the Pennsylvania Nurserymen's Association. The outing was held at the nursery, located on Route 202, five miles south of Paoli, and 220 members and guests, representing 87 member firms, were registered for the day's meeting. This was the largest attendance to date at a summer meeting of the association.

Several factors may have contributed to such a fine attendance: The ideal weather, the location of the meeting, respect to the gracious hosts or the fact that nurserymen realize that the Pennsylvania Nurserymen's Association is a vital help in the welfare of their business, and it is increasingly beneficial to attend such meetings.

The morning program included a tour of the well-kept, 110-acre nursery; a demonstration of equipment and machinery used in the operation of a nursery, and a picnic lunch served in a grove on the nursery grounds.

## Business Meeting

After lunch a brief business meeting opened the afternoon program. Arthur B. Copenhagen, Copenhagen Nurseries, Mechanicsburg, president of the association, greeted the members and their friends, offered thanks to the host nursery, then called on Valleau C. Curtis of Callicoon, N. Y., treasurer and member of the executive committee of the A. A. N. Mr. Curtis reported that the affairs of the A. A. N. were in good shape and urged all who were not members to avail themselves of the opportunities offered by membership. Mr. Curtis also said that since Philadelphia will be the meeting place for the national convention in 1959, it is not too soon to begin formulating plans for this important event.

Reports were given on the national convention held at Los Angeles in July. Homer Thornton, Thornton's Nurseries, Conneaut Lake, P. N. A. vice-president, reported on the special convention train trip.

John F. Styler, Jr., Styler's Nurs-



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# FALL, 1956—SPRING, 1957

## SEEDLINGS

	Per 100	Per 1000
<i>Acer palmatum</i> , transplanted understock .....	\$10.00	\$85.00
<i>Acer palmatum atropurpureum</i> , 2-yr., S., 4 to 8 ins. ....	20.00	150.00
<i>Acer palmatum atropurpureum</i> , 3-yr., T., 6 to 12 ins. ....	2.00	15.00
<i>Acer rubrum</i> , 2-yr., S., 6 to 12 ins. ....	5.00	45.00

	Per 100	Per 1000
<i>Berberis thunbergii</i> , 2-yr., S., 6 to 9 ins. ....	\$ 5.00	\$ 35.00
<i>Berberis thunbergii</i> , 2-yr., S., 12 to 15 ins. ....	7.50	60.00
<i>Berberis thunbergii atropurpurea</i> , 2-yr., S., 6 to 9 ins. ....	6.00	50.00
2-yr., S., 9 to 12 ins. ....	10.00	80.00
2-yr., S., 15 to 18 ins. ....	12.00	100.00

	Per 100	Per 1000
<i>Helleborus niger</i> , 2-yr., S. ....	35.00	.....
<i>Hedera decidua</i> , 1-yr., S., 3 to 6 ins. ....	7.50	60.00
<i>Liquidambar styraciflua</i> , 2-yr., S., 12 to 24 ins. ....	10.00	75.00
<i>Myrsin pessylvanica</i> , 2-yr., S., 6 to 10 ins. ....	4.00	30.00
<i>Picea abies</i> , 2-yr., S., 4 to 8 ins. ....	4.50	40.00
<i>Picea abies</i> , transplanted understock .....	10.00	85.00
<i>Picea glauca</i> , 3-yr., S., 6 to 10 ins. ....	5.00	40.00
<i>Picea pungens glauca</i> , 2-yr., S., 3 to 6 ins. ....	5.00	40.00
* <i>Pinus aristata</i> , 4-yr., S., 4 to 8 ins. ....	7.50	60.00
* <i>Pinus cembra</i> , T., 3 to 5 ins. ....	35.00	.....
* <i>Pinus flexilis</i> , 3-yr., S., 2 to 4 ins. ....	6.50	50.00
<i>Pinus mughus</i> (True Dwarf Tyrolean), 2-yr., S., 3 to 6 ins. ....	5.00	40.00
<i>Pinus mughus</i> (True Dwarf Tyrolean), 3-yr., S., 4 to 8 ins. ....	7.50	60.00
<i>Pinus mughus pumilio</i> , 3-yr., S., 3 to 5 ins. ....	6.00	50.00
<i>Pinus strobus</i> , 2-yr., S., 4 to 6 ins. ....	5.00	40.00
<i>Pinus strobus</i> , 3-yr., S., 6 to 10 ins. ....	6.50	50.00
<i>Pseudotsuga taxifolia glauca</i> , 2-yr., S., 3 to 6 ins. ....	5.00	40.00
<i>Pseudotsuga taxifolia glauca</i> , 3-yr., S., 4 to 8 ins. ....	6.70	50.00
<i>Quercus cocinea</i> , 1-yr., S., 4 to 8 ins. ....	6.00	50.00
<i>Quercus palustris</i> , 1-yr., S., 6 to 12 ins. ....	6.00	.....
<i>Syringa vulgaris</i> , 3-yr., S., 12 to 30 ins. ....	7.50	60.00

	Per 100	Per 1000
<i>Taxus capitata</i> , 2-yr., S., 3 to 6 ins. ....	\$10.00	\$ 85.00
3-yr., S., 4 to 8 ins. ....	15.00	125.00
3-yr., T., 4 to 8 ins. ....	20.00	175.00

	Per 100	Per 1000
<i>Thuja orientalis</i> , 1-yr., S., 2 to 5 ins. ....	4.00	30.00
<i>Thuja orientalis</i> , transplanted understock .....	8.50	75.00
<i>Tsuga canadensis</i> , T., 4 to 6 ins. ....	15.00	125.00
<i>Tsuga canadensis</i> , T., 6 to 8 ins. ....	17.50	150.00
<i>Tsuga caroliniana</i> , 4-yr., S., 6 to 12 ins. ....	15.00	.....
<i>Tsuga caroliniana</i> , transplants, 3 to 6 ins. ....	20.00	150.00
<i>Viburnum lantana</i> , 2-yr., S., 4 to 8 ins. ....	5.00	40.00
<i>Viburnum setigerum</i> , 2-yr., S., 12 to 18 ins. ....	15.00	125.00
<i>Viburnum wrightii</i> , 2-yr., S., 10 to 18 ins. ....	12.50	100.00

## Well-Established Cuttings from 2 1/4-in. Pots

	Per 10	Per 100		Per 10	Per 100
<i>Berberis Julianae</i> .....	\$3.50	\$25.00	<i>Taxus media</i> Moon's	3.00	20.00
<i>Berberis Julianae</i> manna .....	3.50	25.00	<i>Taxus media</i> Vermulen	3.00	20.00
<i>Berberis thunbergii</i> atro-purpurea Crinita Pygmy .....	3.50	25.00	<i>Taxus media</i> wardi .....	3.00	20.00
<i>Berberis verruculosa</i> .....	3.50	25.00			
<i>Chamaecyparis cyano viridis</i> .....	3.00	20.00			
<i>Hypericum hidocotea</i> .....	3.00	20.00			
<i>Ilex cornuta</i> burfordii .....	5.00	40.00			
<i>Ilex crenata</i> convexa .....	3.00	20.00			
<i>Ilex crenata</i> helleri .....	3.00	20.00			
<i>Ilex crenata</i> microphylla .....	3.00	20.00			
<i>Ilex crenata</i> rotundifolia .....	3.00	20.00			
<i>Ilex opaca</i> (4 to 6 ins., in the following named varieties) .....	5.00	45.00			
Arden	Hedge Holly				
Boyce Thompson	Joyce				
Cheerful	Judge Brown				
Christmas Tide	Lake City				
Clark	Mae				
Della Bradley	Manig				
Farage	Osa				
Femina No. 16	St. Mary				

## Ericaceous Plants

	Per 10	Per 100		Per 10	Per 100
<i>Azalea arboreum</i> , 2-yr., T., 6 to 10 ins. ....	\$3.00	\$25.00			
<i>Enkianthus campanulatus</i> , 2-yr., T., 6 to 8 ins. ....	3.00	25.00			
<i>Leucothoe catesbeiana</i> , 2-yr., T., 4 to 8 ins. ....	3.00	25.00			
<i>Pieris japonica</i> , 2-yr., T., 4 to 6 ins. ....	3.00	25.00			
<i>Rhododendron carolinianum</i> , 2-yr., T., 4 to 8 ins. ....	3.00	25.00			
<i>Rhododendron catawbiense</i> , 2-yr., T., 3 to 6 ins. ....	2.50	20.00			
<i>Rhododendron hybrida</i> , red, 2-yr., T., 3 to 6 ins. ....	3.50	30.00			

## Bedded Stock

### 2-year Transplants

	Per 10	Per 100		Per 10	Per 100
<i>Ilex crenata</i> rotundifolia .....	4.25	35.00			
<i>Ilex crenata</i> densiformis .....	4.25	35.00			
<i>Taxus cuspidata</i> F & F	4.75	40.00			
<i>Taxus cuspidata</i> compacta .....	4.75	40.00			
<i>Taxus media</i> wardi .....	4.75	40.00			
<i>Cedrus atlantica</i> glauca .....	8.50	75.00			
<i>Cornus florida</i> rubra .....	7.50	65.00			
<i>Cornus florida</i> rubra Prosser .....	8.50	75.00			
<i>Fagus sylvatica</i> riversi .....	7.50	65.00			
<i>Hamamelis mollis</i> .....	7.50	65.00			
<i>Juniperus chinensis</i> sargentii .....	7.50	65.00			
<i>Juniperus chinensis</i> glauca .....	7.50	65.00			
<i>Magnolia stellata</i> rubra .....	8.50	75.00			
<i>Thalia orientalis</i> aurea nana .....	6.50	55.00			
<i>Thalia orientalis</i> conspicua .....	6.50	55.00			
<i>Thuya orientalis</i> elegantissima .....	6.50	55.00			

## HESS' NURSERIES

P. O. BOX 788

MOUNTAIN VIEW, N. J.

eries, Concordville, outlined the business part of the convention, and Walter W. Pitzonka, Jr., Pitzonka's Pansy Farm, Bristol, related the social side of the trip and meeting.

President Copenhaver announced a new project of the public relations committee, that of giving awards to the best planted schools in the state, similar to the A. A. N. plan of industrial awards for landscape planting.

Before the close of the business meeting the following guests were recognized: Dr. Thomas Guyton, director, bureau of plant industry; George Sleesman, chief nursery inspector; Finley Negley, nursery inspector; Harold R. McCulloch, district extension supervisor and secretary of the state farm show commission, and A. O. Rasmussen and James K. Rathmell, extension horticultural specialists.

The highlight of the day was a trip to the 1000-acre Longwood Gardens, Kennett Square, Pa., during the afternoon. After returning from the trip, some of the group engaged in sports, while most sat in the shade and talked with their fellow nurserymen.

Dinner was served in the large equipment building, and soon afterward, the meeting broke up. Some of the nurserymen planned to stay over a day to visit local nurseries.

## LANDSCAPING MOBILE HOME

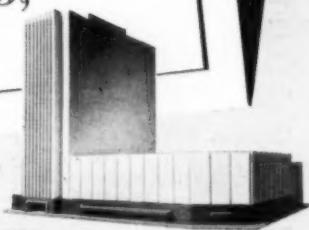
An article, titled "Let's Landscape Your Mobilehome," written by Charles C. Fischer and Donald P. Watson, department of horticulture, Michigan State University, East Lansing, appeared in the August issue of Mobile Living magazine. It describes how the authors landscaped the small plot of a home in a trailer park, growing flowers and also some vegetables from seeds.

The chief consideration in landscaping such a small space, the authors said, was to maintain unity in the over-all design. The lines of the plan followed the boundary of the lot, helping to make the lot appear larger and emphasizing the lines of the home. Annuals were used in planting and were chosen for their long blooming season. The lawn was seeded with bluegrass. According to the authors, more than 2,500,000 Americans live in mobile homes and comparatively few of them do any gardening.

MORRIS H. FERENSEN, R. D. 1, La Grange, O., recently started in the nursery business.

You are cordially invited to attend the  
**LAWN, GARDEN AND OUTDOOR  
 LIVING DIVISION**  
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**NATIONAL HARDWARE SHOW**  
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| <input type="checkbox"/> Importer-Exporter                            | <input type="checkbox"/> Mfrs' Agent | <input type="checkbox"/> Manufacturer              | <input type="checkbox"/> Other |
| <input type="checkbox"/> Please send us your hotel reservation blank. |                                      |  |                                |
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# EVERGREENS

## JUNIPER

- Andorra
- Chinensis
- Chinensis columnaris, Blue
- Chinensis columnaris, Green
- Chinensis mascula
- Chinensis procumbens
- Glauca hetzi
- Glauca hetzi, Globe
- Glauca hetzi, Upright
- Pfitzer
- Pfitzer, Kallay
- Pfitzer, Silver-Blue
- Sabina (Savin)
- Sabina vonehron
- Sabina vonehron, Globe
- Sabina vonehron, Upright
- Scopulorum Chandler
- Scopulorum Blue Haven
- Scopulorum Pathfinder
- Scopulorum Platinum  
(Pat. No. 1070)
- Scopulorum Sutherland
- Virginiana burki
- Virginiana canaerti
- Virginiana cypressifolia
- Virginiana henryi
- Virginiana hilli
- Virginiana keteleeri
- Virginiana Manhattan Blue

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Visit us—see these compact, well-sheared evergreens for yourself. Our extensive fields are filled with fine nursery stock of highest quality.

**Write for complete wholesale price list.**

## THE WILLIS NURSERY CO.

"Your Wholesale Nurserymen"

OTTAWA, KAN.

## Tour Nurseries At New Jersey Summer Meeting

*By William E. Snyder, Sec'y.*

One of the largest groups in the history of the New Jersey Association of Nurserymen, more than 300, attended the annual summer meeting at Perkins-deWilde Nurseries, Shiloh, N. J., on August 8.

Informality was the order of the day, and the nurserymen and their guests toured the nurseries, participated in sports and other similar activities and enjoyed the excellent food and good fellowship.

Buses and guides were provided for the tour of the growing areas in the nurseries. Of special interest were the fields of nursery stock planted on the contour and the area devoted to container growing of a wide variety of nursery plants. Many nurserymen also visited the propagation and coldframe areas which were adjacent to the meeting area.

Many of the nurserymen also availed themselves of the opportunity of visiting the nurseries of other members of the association in the area, deWilde's Rhodo-Lake Nursery, Klaas Akerboom and Koster Nursery, all in Bridgeton.

Special entertainment for the ladies included a visit to the Shrank Manufacturing Co., manufacturers of women's clothing. Many of the ladies also visited the home of Mrs. Roland deWilde to see her excellent collection of dolls, doll carriages, etc., from all parts of the world.

### Guests Introduced

George Runge, president of the association, introduced the many guests of the association at a short business meeting. These included representatives of the state department of agriculture; the state highway commission; county agricultural agents; members of the college of agriculture at Rutgers University, and representatives from the Pennsylvania, Long Island and New York nurserymen's associations and from the American Association of Nurserymen.

Arrangements for the meeting were made by a committee consisting of Klaas deWilde, manager of Perkins-deWilde Nurseries and chairman of the committee, Klaas Akerboom, and Roland deWilde.



*You just know they're ARMSTRONG ROSES*

## Properly packaged for profits



SELL GARDEN MAGIC packaged roses for profitable self-service sales. The bloom, in full color, is pictured on the front of each eye-catching green and gold package, with planting instructions on the back. Canes clearly show through the transparent wrap. Customers can see just what they are buying . . . pick 'em out, pick 'em up and pay the man fast!

*Field-Fresh ARMSTRONG Plants—Fast starting, top qual-*

*ity. Canes and roots are completely enclosed in moisture-preserving polyethylene. Without waxing, plants stay fresh, plump and eager to grow.*

*Reduced Handling Costs — No pruning, no tagging, no heeling in, no wrapping. And far less selling time.*

*The best roses, in the best packages, make an ideal combination for profitable sales. Write for our wholesale list TODAY.*

**ARMSTRONG NURSERIES**  
ONTARIO, CALIFORNIA

# POTTED LINERS

	Per 100	Per 1000
<i>Taxus baccata repandens</i> , 1-yr., 2½-in. rose pot, 3 to 5 ins.	\$25.00	\$230.00
<i>Taxus cuspidata</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Taxus cuspidata</i> , 2-yr., 2½-in. rose pot, 5 to 12 ins.	24.00	220.00
<i>Taxus cuspidata capitata</i> , seedling-grown, 3-yr., 2½-in. rose pot, 3 to 6 ins.	22.50	200.00
<i>Taxus cuspidata capitata</i> , seedling-grown, 3-yr., 2½-in. rose pot, 4 to 8 ins.	27.50	250.00
<i>Taxus cuspidata Vermeulen</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	20.00	180.00
<i>Taxus intermedia</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Taxus intermedia</i> , 2-yr., 2½-in. rose pot, 5 to 12 ins.	24.00	220.00
<i>Taxus media Adams</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Taxus media Adams</i> , 2-yr., 2½-in. rose pot, 5 to 12 ins.	24.00	220.00
<i>Taxus media brownii</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	20.00	180.00
<i>Taxus media brownii</i> , 2-yr., 2½-in. rose pot, 5 to 12 ins.	25.00	230.00
<i>Taxus media haffieldii</i> , No. 18, 1-yr., 2½-in. rose pot, 4 to 6 ins.	20.00	180.00
<i>Taxus media haffieldii</i> , No. 18, 2-yr., 2½-in. rose pot, 5 to 12 ins.	25.00	230.00
<i>Taxus media hicksii</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Taxus media hicksii</i> , 2-yr., 2½-in. rose pot, 5 to 12 ins.	24.00	220.00
<i>Taxus media Moon's</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Taxus media Moon's</i> , 2-yr., 2½-in. rose pot, 5 to 12 ins.	24.00	220.00
<i>Taxus media thayerae</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Taxus media thayerae</i> , 2-yr., 2½-in. rose pot, 5 to 12 ins.	24.00	220.00
<i>Taxus media wardii</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	22.50	200.00
<i>Taxus media wardii</i> , 2-yr., 2½-in. rose pot, 5 to 12 ins.	27.50	250.00
<i>Taxus media wellesleyana</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Juniperus Andorra compacta</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	20.00	180.00
<i>Juniperus chinensis pfitzeriana</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	25.00	225.00
<i>Juniperus chinensis pfitzeriana glauca</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	27.50	250.00
<i>Juniperus glauca hetzii</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	20.00	180.00
<i>Juniperus glauca hetzii</i> , 2-yr., 2½-in. rose pot, 5 to 12 ins.	27.50	250.00
<i>Juniperus Irish fastigiata</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	20.00	180.00
<i>Thuja Douglas Golden</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	20.00	....
<i>Thuja occidentalis elegantissima</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	20.00	180.00
<i>Thuja occidentalis Globe</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	20.00	....
<i>Thuja occidentalis pyramidalis</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Thuja occidentalis Siberian</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	....
<i>Thuja occidentalis woodwardii</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Ilex convexa bullata</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	20.00	180.00
<i>Ilex convexa bullata</i> , 2-yr., 2½-in. rose pot, 4 to 8 ins.	25.00	240.00
<i>Ilex crenata hetzii</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Ilex crenata hetzii</i> , 2-yr., 2½-in. rose pot, 6 to 12 ins.	22.00	200.00
<i>Ilex crenata rotundifolia</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Ilex crenata rotundifolia</i> , 2-yr., 2½-in. rose pot, 4 to 8 ins.	22.00	200.00
<i>Ilex crenata Stokes Pat. 887</i> , 2-yr., 2½-in. rose pot, 2 to 4 ins.	35.00	300.00
<i>Ilex glabra</i> , 1-yr., 2½-in. rose pot, 4 to 6 ins.	18.00	170.00
<i>Taxus capitata</i> , seedling-grown, 2-yr., 2 to 3 ins.	\$ 6.00	\$50.00
<i>Taxus capitata</i> , seedling-grown, 2-yr., 3 to 6 ins.	10.00	90.00

The above only a partial list of our potted lining-out stock.

We also grow seedlings and field liners. A complete catalog on request.

**HEASLEY'S NURSERIES**  
247 Freeport Rd. **BUTLER, PA.**

## West Virginians Hear Rose Talk, Elect Officers

By Al Peters

The 18th annual summer meeting of the West Virginia Nurserymen's Association was held August 1 to 3 at Oglebay park, located just outside Wheeling, W. Va. A record number of members and their families attended the meeting and also took advantage of the many outstanding recreational facilities available at the park.

A brief business meeting, with the election of officers for the coming year, was held the morning of August 3. Newly elected officers are: President, Jack Edgell, Edgell Nursery, Elm Grove; vice-president, Norman Cole, Jr., Cole Nurseries, Bluefield, and secretary-treasurer, F. Waldo Craig, state entomologist, Charleston.

The program for the opening session consisted of the showing of two motion pictures. The first of these was titled "How Green Is Your Garden?" and was presented by Walter Wergin, area sales representative of the American Agricultural Chemical Co. The second film concerned the life cycle, distribution and destructiveness of the gypsy moth and was made available by F. Waldo Craig.

Brook Wiggington, landscape architect at Oglebay park, welcomed the nurserymen at the opening meeting, August 2.

### Rose Market

The principal speaker on the program was Dr. Fred J. Nisbet, formerly editor of publications of the American Rose Society, who resigned recently to take the position of superintendent of the Biltmore estate near Asheville, N. C. Dr. Nisbet presented a talk on the potentials of the retail rose market. He stated that "Some 50,000,000 roses are produced and sold in the United States each year. In addition there are millions of dollars' worth of fertilizers, spray and dust materials and other supporting equipment and substances sold to keep roses growing well." With this opening remark he went on to say that many retail nurserymen are selling the rose business short because there is potentially a much larger market for roses. He said that many home gardeners de-

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we market,  
polyethylene is  
the most  
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"We want the public to see the contents. We desire a constant moisture content and packaging that does not allow our merchandise to lose weight after packing. We want fine printing as well as a package that takes plenty of handling."

Organics, berry plants, shrubs, roses, and other horticultural products take shipping storage and handling better, and sell better in film made of BAKELITE Brand Polyethylene. Find out the facts from your packaging supplier, or write for our booklet of reprinted articles on nursery packaging. Write Dept. RA-9.

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### Darwin Tulips

(In bags of 100)	Top size—13 cm. and up	Per 1000
Afterglow—Orange-salmon edge, 26 ins.	\$46.00	
Allbright—Bright red, 24 ins.	44.00	
Bartington—Crimson-red, 24 ins.	42.00	
Charles Needham—Extra-scarlet, 28 ins.	55.00	
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Farncombe Sanders—Rose-scarlet, 28 ins.	40.00	
Grenze—Violet-blue, 26 ins.	40.00	
Pride of Haarlem—Large red, 28 ins.	40.00	
Princess Elizabeth—Rose-pink, 26 ins.	40.00	
Prunus—Salmon-pink, 24 ins.	40.00	
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Red Pitt—Scarlet, good force, 26 ins.	46.00	
Rose Copland—Orchid, 24 ins.	40.00	
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Zwanenburg—Pure white, 26 ins.	50.00	
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### Cottage Tulips

	44.00
Albina—Pure white, 22 ins.	
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Dido—Orange-red with orange edge, 28 ins.	40.00
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Princess Margaret Rose—Yellow, red edge	40.00
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### Peony-flowering Tulips

	60.00
Coxa—Orange-red, yellow margin, 24 ins.	
Eros—Old rose, very double, 28 ins.	50.00
Mt. Tacoma—Pure white, 26 ins.	50.00
Nizza—Yellow striped, feathered red, 26 ins.	
Uncle Tom—Dark glittering red, 28 ins.	50.00

## HYACINTHS

(Packed 50 in a bag)

Bismarck, porcelain-blue	
King of the Blues, deep blue	
La Victoire, fine red	
L'Innocence, pure white	
Marconi, deep pink	
Ostara, medium blue	
Queen of the Blues, light blue	
Queen of the Pinks, large pink	
Yellow Hammer, golden-yellow	

Per 100

Top size 18 to 19 cm.	\$12.50
Extra bedding size 15 to 16 cm.	8.00

## MUSCARI

Per 1000

(Grape Hyacinths) Top size	\$20.00
Album—White	30.00

## DUTCH IRIS

Wedgwood—Light blue	
Golden Harvest—Yellow	
H. C. Van Vliet—Blue	
Imperator—Deep blue	
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229 Oak St. OLIVER 2-4018 RIDGEWOOD, N. J.

cide against growing roses, because they have heard that it is difficult to do, and that the retailer should stock and sell roses hardy in the vicinity and encourage beginners to grow these varieties in starting their rose gardens. Dr. Nisbet concluded his talk by outlining a few practical suggestions for developing a larger demand for retail rose sale.

After lunch, the group was taken on a tour of the Wheeling Country Club, conducted by Myron Barrett, golf professional and greenskeeper. Mr. Barrett outlined in detail the construction and maintenance of the various types of turf. One of the problems in the Wheeling area is the control of Japanese beetles, and it was of interest to hear him state that this year's infestation seems to be less severe than in the past several seasons. Mr. Barrett pointed out that the entire country club is treated regularly with chlordane for the control of Japanese beetle grubs.

The afternoon session was concluded with an inspection of the Oglebay park golf course. Henry Bobber, golf professional and greenskeeper at Oglebay park, explained the operation and merits of each piece of equipment.

Thursday evening's picnic supper at the park proved to be the highlight of the social activities. A record number of 92 members and their guests were in attendance to enjoy the meal, which was arranged by the association members from the Wheeling area.

On the third and final day of the meeting, the program included a panel discussion on lawns. The panel consisted of the following members from Wheeling: Henry Bobber; Jack Edgell; Ellsworth Black, Black's Landscape Service, and Thomas Roth, Ohio Valley Landscape Service. Fren Wildern, John Dieckmann & Sons, presided as moderator of the panel.

The meeting concluded with a tour of the Edgell Nursery and two nurseries of the John Dieckmann & Sons firm. One of the Dieckmann plots consisted of a newly acquired farm including a small nursery of specimen evergreens.

**MAYFAIR NURSERIES** recently completed moving operations to their new nursery at Windham, Pa. Their mail address remains R. D. 2, Nichols, N. Y.

DONALD SAMSON, plant propagator in the landscape department of Colonial Williamsburg, has started a small nursery on a half acre at 917 Jackson drive, Williamsburg, Va.

## DAFFODILS

Heavy Mother Bulbs Per 1000

Carlton—Large open cup	\$8.00
Geranium poetaz—6 to 8 flowers	70.00
Golden Harvest—Very large yellow	100.00
Imperator—Large, pure white	85.00
King Alfred—Best yellow, triflled	85.00
Mount Hood—Large white	100.00
Rembrandt—Large yellow—Imp. K. A.	85.00
Starlet Elegance—Yellow, cup deep orange	85.00
Texas—Double orange	100.00
Thalia—Pure white, 4 to 5 blooms	100.00
Mixture for Naturalizing—D. N. and Round	50.00

## CROCUS

9 to 8 to

9 to 10 cm.	10 cm.	9 cm.
Large purple	\$22.00	\$18.00
Monte Blanc—Pure white	28.00	20.00
King of the Striped—White lilac	22.00	20.00
Mammoth Yellow—Golden-yellow	22.00	20.00
Mixture—All colors	22.00	20.00

Snowdrops, nivalis	25.00
Scilla Campanulata—in 3 colors, blue, white, pink	25.00
Chionodoxa Luciliae	20.00

10 to 11 cm. 9 to 10 cm. 8 to 9 cm.

\$45.00 \$30.00 \$20.00

8 to 9 cm. 7 to 8 cm. 6 to 7 cm.

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# FIELD-GROWN LINING-OUT STOCK

All stock grown in open field beds.

	Each Per 100	Each Per 1000
<b>Azalea mollis</b> (Chinese Azalea)		
6 to 8 ins., 2-yr., T. ....	\$0.22	\$0.18
8 to 10 ins., 2-yr., T. ....	.35	.30
10 to 12 ins., 3-yr., T. ....	.65	.60
<b>Azalea, Ghent (pontica), pastel shades</b>		
2 to 5 ins., 2-yr., T. ....	.20	
5 to 8 ins., 3-yr., T. ....	.25	.20
8 to 10 ins., 3-yr., T. ....	.45	
<b>Azalea kaempferi</b>		
2-yr., T., field bed .....	.28	.25
6 to 8 ins., 3-yr., T. ....	.38	
<b>Azalea mucronulatum</b> , lavender		
1-yr., bed, T. ....	.25	.22
4 to 8 ins., 2-yr., T. ....	.35	.32
8 to 10 ins., 2-yr. ....	.45	
10 to 15 ins., 3-yr. ....	.65	
<b>Azalea schlippenbachii</b> , bright, pink blossoms		
2-yr., field bed, T. ....	.28	.25
3-yr., field bed, T. ....	.35	.32
<b>Buxus sempervirens welleri</b> (Weller's Hardy Boxwood)		
1-yr., field bed, T. ....	.22	.20
4 to 6 ins., 2-yr., T. ....	.28	.25
6 to 8 ins., 2-yr., T. ....	.35	.32
8 to 10 ins., 3-yr., T. ....	.45	
<b>Chamaecyparis filifera aurea</b>		
6 to 10 ins., 2-yr., T. ....	.35	
<b>Chamaecyparis lawsoniana alumi</b>		
6 to 8 ins., 1-yr., T. ....	.25	.22
8 to 10 ins., 2-yr., T. ....	.30	.28
10 to 15 ins., 2-yr., T. ....	.45	
<b>Chamaecyparis plumosa aurea</b>		
4 to 6 ins., 1-yr., T. ....	.25	.22
6 to 8 ins., 2-yr., T. ....	.35	.30
8 to 10 ins., 3-yr., T. ....	.40	.35
10 to 15 ins., 3-yr., T. ....	.50	.45
<b>Euonymus fortunei carrierei</b>		
12 to 15 ins., 3-yr., T. ....	.35	.30
<b>Euonymus fortunei coloratus</b>		
Prostrate, broad-leaved creeper.		
6 to 10 ins., 2-yr., T. ....	.25	.20
12 to 15 ins., 2-yr., T. ....	.35	.30
<b>Euonymus fortunei erectus</b> (Big-leaved Winter Creeper)		
10 to 12 ins., 2-yr., T. ....	.25	.22
12 to 15 ins., 2-yr., T. ....	.35	.30
15 to 18 ins., 3-yr., T. ....	.45	
<b>Euonymus radicans coloratus</b>		
Small-leaved, procumbent creeper.		
Fast cover.		
10 to 15 ins., 2-yr., T. ....	.25	.20
12 to 15 ins., 3-yr., T. ....	.35	.30
<b>Euonymus radicans vegetus</b>		
6 to 8 ins., 1-yr., T. ....	.18	.16
8 to 12 ins., 2-yr., T. ....	.30	
10 to 15 ins., 2-yr., T. ....	.45	
<b>Ilex crenata</b> (Japanese Holly), pyramidal		
4 to 6 ins., 1-yr., T. ....	.20	.18
6 to 8 ins., 1-yr., T. ....	.25	.20
8 to 10 ins., 2-yr., T. ....	.35	
10 to 12 ins., 3-yr., T. ....	.45	
<b>Ilex crenata convexa</b> (Bullata)		
6 to 8 ins., 1-yr., T. ....	.25	.22
8 to 10 ins., 2-yr., T. ....	.38	.35
10 to 12 ins., 2-yr., T. ....	.48	.45
12 to 15 ins., 3-yr., T. ....	.65	.55
<b>Ilex crenata hirta</b>		
An improved convexa.		
6 to 8 ins., 2-yr., T. ....	.30	.28
8 to 10 ins., 2-yr., T. ....	.40	.38
10 to 15 ins., 3-yr., T. ....	.55	.50
<b>Ilex crenata helleri</b>		
(Heller's Dwarf Holly)		
3 to 6 ins., 2-yr., T. ....	.35	.32
6 to 8 ins., 3-yr., T. ....	.45	.40
8 to 10 ins., 3-yr., T. ....	.65	.60
<b>Ilex rotundifolia</b> (Round-leaved Japanese Holly)		
3 to 6 ins., 1-yr., T. ....	.20	.18
6 to 8 ins., 2-yr., T. ....	.25	.22
8 to 10 ins., 2-yr., T. ....	.38	.35
10 to 15 ins., 2-yr., T. ....	.48	.45
12 to 15 ins., 3-yr., T., cutback .....	.70	.60

Lining-out Stock, .25 at the 100 Rate, .300 at the 1000 Rate.

TERMS: 5% discount for cash with order, otherwise 1/2 deposit with order and balance C.O.D. Packing at cost. All shipments by railway express.

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(We are not open Sundays)

(31 mi. north of Pittsburgh, Pa., on Rt. 19)

R. D. I., HARMONY, PA.

## SEEDLINGS

	Per 1000 at 100 rate	Per 1000 at 1000 rate
<b>Norway Spruce</b>		
6 to 10 ins., 2-yr., S. .... \$ 8.00	\$28.00	\$25.00
4 to 6 ins., 2-yr., S. .... 6.00	22.00	20.00
2 to 4 ins., 2-yr., S. .... 5.00	18.00	15.00
(Once transplanted—see elsewhere on this list.)		
<b>Scotch Pine</b>		
8 to 12 ins., 2-yr., S. .... 8.00	30.00	28.00
4 to 8 ins., 2-yr., E. .... 6.00	25.00	20.00
2 to 4 ins., 2-yr., S. .... 5.00	20.00	18.00
2 to 6 ins., 3-yr., T. .... 10.00	40.00	30.00
<b>Austrian Pine</b>		
4 to 8 ins., 2-yr., S. .... 8.00	25.00	20.00
2 to 4 ins., 2-yr., S. .... 6.00	20.00	18.00
<b>Blue Spruce</b> (Picea pungens)		
6 to 10 ins., 2-yr., S. .... 10.00	40.00	
4 to 6 ins., 2-yr., S. .... 8.00	30.00	25.00
2 to 4 ins., 2-yr., S. .... 6.00	25.00	20.00
(Once transplanted—see elsewhere on this list.)		
<b>Picea pungens</b> (Colorado Blue Spruce)		
3 to 5 ins., 3-yr., T. .... 12.00		
6 to 8 ins., 3-yr., T. .... 15.00		
4 to 10 ins., 4-yr., T. .... 20.00		
10 to 12 ins., 4-yr., T. .... 25.00		
<b>Pieris floribunda</b> (Mountain Andromeda)		
3 to 6 ins., 2-yr., T. .... .25	.20	
6 to 8 ins., 2-yr., T. .... .30		
8 to 12 ins., 3-yr., T. .... .45		
<b>Pieris japonica</b> (Japanese Andromeda)		
6 to 8 ins., 2-yr., T. .... .28	.25	
8 to 10 ins., 2-yr., T. .... .35		
10 to 15 ins., 4-yr., T. .... .65		
<b>Pinus mugo</b> (Dwarf Mugho Pine)		
2 to 5 ins., 2-yr., S. .... .12	.10	
4 to 8 ins., 3-yr., T. .... .25		
<b>Pyracantha coccinea lalandii</b>		
8 to 12 ins., 2-yr., T. .... .32	.30	
<b>Rhododendron Hybrids</b> , various colors, from red plants. Seedling grown. Very hardy.		
2-yr., field bed, T. .... .35	.32	
3 to 5 ins., 3-yr., T. .... .45		
6 to 8 ins., 4-yr., T. .... .55		
8 to 10 ins., 4-yr., T. .... .85		
10 to 12 ins., 4-yr., T. .... 1.00		
<b>Sophora japonica</b>		
1-yr., S. .... .12	.08	
4 to 8 ins., 2-yr., T. .... .20	.18	
<b>Taxus cuspidata</b> (Spreading Yew)		
6 to 8 ins., 2-yr., T. .... .38	.35	
8 to 10 ins., 2-yr., T. .... .45		
10 to 15 ins., 3-yr., T. .... .75		
<b>Taxus media brownii</b> (Brown's Yew)		
6 to 8 ins., 2-yr., T. .... .35		
8 to 10 ins., 2-yr., T. .... .45		
<b>Taxus media hicksii</b> (Hicks' Yew)		
6 to 8 ins., 2-yr., T. .... .35		
8 to 10 ins., 2-yr., T. .... .45		
<b>Thuya occidentalis douglasii aurea</b>		
(Golden Arborvitae)		
6 to 8 ins., 2-yr., T. .... .35	.32	
10 to 12 ins., 3-yr., T. .... .45		
<b>Thuya occidentalis elegantissima lutea</b> , golden tip over dark green foliage.		
6 to 8 ins., 2-yr., T. .... .35	.30	
8 to 10 ins., 3-yr., T. .... .40		
10 to 12 ins., 3-yr., T. .... .45		
12 to 15 ins., 4-yr., T. .... .55	.50	
<b>Thuya occidentalis globosa</b> (Woodward Globe Arborvitae)		
6 to 8 ins., 1-yr., T. .... .25		
8 to 12 ins., 2-yr., T. .... .40	.35	
<b>Thuya occidentalis pyramidalis</b>		
10 to 12 ins., 2-yr., T. .... .45		
12 to 15 ins., 3-yr., T. .... .55		
<b>Tsuga canadensis</b> (Hemlock)		
4 to 6 ins., 3-yr., T. .... .25	.22	
6 to 8 ins., 3-yr., T. .... .25	.22	
8 to 12 ins., 4-yr., T. .... .30	.28	
<b>Viburnum opulus</b> (Snowball), red berries, 1-yr., S. .... .12		
2-yr., T., cutback ..... .18		
10 to 15 ins., 3-yr., T., cutback ..... .25		
18 to 24 ins., 4-yr., T. .... .25		
<b>Viburnum opulus nana</b> (Dwarf)		
2-yr., field, T. .... .25	.22	
2-yr., field, T. .... .25	.22	
6 to 8 ins., 2-yr., T. .... .25	.22	
8 to 10 ins., 4-yr., T. .... .45	.42	
10 to 12 ins., 4-yr., T. .... .55	.50	

	Each Per 100	Each Per 1000
<b>Juniperus squamata meyeri</b> (Meyer's Juniper)		
4 to 8 ins., 2-yr., T. .... .35	.30	
8 to 12 ins., 3-yr., T. .... .50		
<b>Juniperus stricta</b>		
4 to 8 ins., 1-yr., T. .... .35		
8 to 12 ins., 3-yr., T. .... .45	.42	.42
<b>Leucothoe catesbeiana</b> (Drooping Leucothoe)		
6 to 8 ins., 2-yr., T. .... .25	.20	
8 to 10 ins., 3-yr., T. .... .35		
10 to 12 ins., 3-yr., T. .... .45		
12 to 15 ins., 3-yr., T. .... .55		
<b>Liquidambar styraciflua</b> (Sweet Gum)		
8 to 12 ins., 2-yr., T. .... .15	.12	
12 to 18 ins., 2-yr., T. .... .20	.18	
18 to 24 ins., 3-yr., T. .... .25	.20	
<b>Picea excelsa</b> (Norway Spruce)		
4 to 6 ins., 3-yr., T. .... .12	.10	
6 to 8 ins., 3-yr., T. .... .15		
10 to 12 ins., 4-yr., T. .... .20		
<b>Picea pungens</b> (Colorado Blue Spruce)		
3 to 5 ins., 3-yr., T. .... .20		
6 to 8 ins., 3-yr., T. .... .28		
4 to 6 ins., 2-yr., S. .... .08	.06	.04
6 to 8 ins., 2-yr., S. .... .10	.09	.04
<b>Pieris floribunda</b> (Mountain Andromeda)		
3 to 6 ins., 2-yr., T. .... .25	.20	
6 to 8 ins., 2-yr., T. .... .30		
8 to 12 ins., 3-yr., T. .... .45		
<b>Pieris japonica</b> (Japanese Andromeda)		
6 to 8 ins., 2-yr., T. .... .28		
8 to 10 ins., 2-yr., T. .... .35		
10 to 15 ins., 4-yr., T. .... .65		
<b>Pinus mugo</b> (Dwarf Mugho Pine)		
2 to 5 ins., 2-yr., S. .... .12	.10	
4 to 8 ins., 3-yr., T. .... .25		
<b>Pyracantha coccinea lalandii</b>		
8 to 12 ins., 2-yr., T. .... .32	.30	
<b>Rhododendron Hybrids</b> , various colors, from red plants. Seedling grown. Very hardy.		
2-yr., field bed, T. .... .35	.32	
3 to 5 ins., 3-yr., T. .... .45		
6 to 8 ins., 4-yr., T. .... .55		
8 to 10 ins., 4-yr., T. .... .85		
10 to 12 ins., 4-yr., T. .... 1.00		
<b>Sophora japonica</b>		
1-yr., S. .... .12	.08	
4 to 8 ins., 2-yr., T. .... .20	.18	
<b>Taxus cuspidata</b> (Spreading Yew)		
6 to 8 ins., 2-yr., T. .... .38	.35	
8 to 10 ins., 2-yr., T. .... .45		
10 to 15 ins., 3-yr., T. .... .75		
<b>Taxus media brownii</b> (Brown's Yew)		
6 to 8 ins., 2-yr., T. .... .35		
8 to 10 ins., 2-yr., T. .... .45		
<b>Taxus media hicksii</b> (Hicks' Yew)		
6 to 8 ins., 2-yr., T. .... .35		
8 to 10 ins., 2-yr., T. .... .45		
<b>Thuya occidentalis douglasii aurea</b>		
(Golden Arborvitae)		
6 to 8 ins., 2-yr., T. .... .35	.32	
10 to 12 ins., 3-yr., T. .... .45		
<b>Thuya occidentalis elegantissima lutea</b> , golden tip over dark green foliage.		
6 to 8 ins., 2-yr., T. .... .35	.30	
8 to 10 ins., 3-yr., T. .... .40		
10 to 12 ins., 3-yr., T. .... .45		
12 to 15 ins., 4-yr., T. .... .55		
<b>Thuya occidentalis globosa</b> (Woodward Globe Arborvitae)		
6 to 8 ins., 1-yr., T. .... .25		
8 to 12 ins., 2-yr., T. .... .40	.35	
<b>Thuya occidentalis pyramidalis</b>		
10 to 12 ins., 2-yr., T. .... .45		
12 to 15 ins., 3-yr., T. .... .55		
<b>Tsuga canadensis</b> (Hemlock)		
4 to 6 ins., 3-yr., T. .... .25	.22	
6 to 8 ins., 3-yr., T. .... .25	.22	
8 to 12 ins., 4-yr., T. .... .30	.28	
<b>Viburnum opulus</b> (Snowball), red berries, 1-yr., S. .... .12		
2-yr., T., cutback ..... .18		
10 to 15 ins., 3-yr., T., cutback ..... .25		
18 to 24 ins., 4-yr., T. .... .25		
<b>Viburnum opulus nana</b> (Dwarf)		
2-yr., field, T. .... .25	.22	
2-yr., field, T. .... .25	.22	
6 to 8 ins., 2-yr., T. .... .25	.22	
8 to 10 ins., 4-yr., T. .... .45	.42	
10 to 12 ins., 4-yr., T. .... .55	.50	



Bundle of 15 Musser seedlings, at right, compared with bundle of 15 ordinary seedlings.

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*As much difference in seed as in common and purebred cattle.*

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Per 100 Per 1000

• <b>SPECIAL STRAIN SCOTCH PINE</b>	Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color.
2-yr., S., 4 to 8 ins.	\$ 7.00 \$ 35.00
4-yr., T., 8 to 14 ins.	25.00 125.00
• <b>MUGHO PINE</b>	
4-yr., S., 5 to 10 ins.	10.00 50.00
5-yr., T., 5 to 10 ins.	25.00 125.00
• <b>AUSTRIAN PINE</b>	
3-yr., S., 8 to 14 ins.	9.00 45.00
• <b>BLACK HILLS SPRUCE</b>	
3-yr., S., 4 to 8 ins.	8.00 40.00
4-yr., S., 8 to 12 ins.	10.00 50.00
4-yr., T., 5 to 10 ins.	25.00 125.00
• <b>NORWAY SPRUCE</b> —Fast-growing.	
Special strain of our own collection.	
2-yr., S., 5 to 10 ins.	7.00 35.00
3-yr., S., 8 to 14 ins.	10.00 50.00
5-yr., T., 10 to 16 ins.	30.00 150.00
Excellent understock.	
• <b>WHITE SPRUCE</b>	
3-yr., S., 5 to 10 ins.	8.00 40.00
• <b>COLORADO BLUE SPRUCE</b>	
3-yr., S., 6 to 10 ins.	11.00 55.00
5-yr., T., 6 to 12 ins.	25.00 125.00
• <b>DOUGLAS FIR</b>	
3-yr., S., 6 to 10 ins.	10.00 50.00
• <b>AMERICAN ARBORVITAE</b>	
3-yr., S., 8 to 12 ins.	10.00 50.00
• <b>CANADIAN HEMLOCK</b>	
3-yr., S., 8 to 14 ins.	20.00 100.00
• <b>RED BARBERRY</b>	
3-yr., S., 8 to 12 ins.	12.00 60.00
4-yr., S., 18 to 24 ins.	16.00 80.00
• <b>CONCOLOR FIR</b>	
2-yr., S., 4 to 6 ins.	12.00 60.00

Per 100 Per 1000

• <b>JAPANESE YEW</b>	<i>Taxus cuspidata capitata</i> —side cuttings
1-yr., T., 4 to 6 ins.	\$25.00 \$175.00
<i>Taxus cuspidata</i>	
1-yr., T., 5 to 6 ins.	20.00 150.00
2-yr., T., 8 to 12 ins.	40.00 350.00
<i>Taxus hickel</i>	
1-yr., T., 6 to 8 ins.	25.00 175.00
2-yr., T., 8 to 12 ins.	40.00 350.00
<i>Taxus Moon's columnaris</i>	
1-yr., T., 4 to 6 ins.	25.00 175.00
<i>Taxus baccata</i>	
1-yr., T., 4 to 6 ins.	25.00 175.00
2-yr., T., 8 to 12 ins.	40.00 350.00
<i>Taxus baileyi</i>	
1-yr., T., 4 to 6 ins.	25.00 175.00
<i>Taxus intermedia</i>	
1-yr., T., 4 to 6 ins.	25.00 175.00
2-yr., T., 6 to 8 ins.	40.00 350.00
• <b>JUNIPER HETZI GLAUCA</b>	
1-yr., T., 6 to 8 ins.	25.00 250.00
• <b>GLOBE ARBORVITAE</b>	
<i>Woodwardii</i>	
1-yr., T., 5 to 7 ins.	30.00 250.00
<i>Hovey's</i>	
1-yr., T., 5 to 7 ins.	30.00 250.00
• <b>PYRAMIDAL ARBORVITAE</b> — <i>Compacta</i>	
1-yr., T., 5 to 7 ins.	25.00 200.00
• <b>JAPANESE HOLLY</b>	
<i>Ilex rotundifolia</i>	
1-yr., T., 4 to 6 ins.	20.00 175.00
2-yr., T., 8 to 12 ins.	30.00 250.00
<i>Ilex convexa</i>	
1-yr., T., 4 to 6 ins.	20.00 175.00
• <b>RHODODENDRON</b>	
From hybrid seeds.	
2-yr., T., 8 to 12 ins.	\$1.25 each
• <b>WHITE DOGWOOD</b>	
2-yr., S., 12 to 20 ins.	15.00 75.00
3-yr., T., 16 to 24 ins.	25.00 125.00

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# Virginia Summer Meeting

By Ray Quillen

The famous Cavalier hotel, Virginia Beach, Va., served as the summer meeting place for about 50 Virginia nurserymen, families and guests, August 19 to 21.

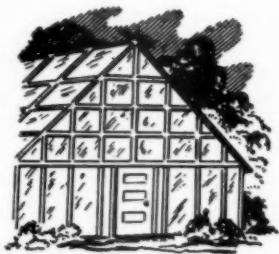
The convention program was so designed that those attending were able to take full advantage of the excellent recreation facilities extended by the Cavalier Yacht and Country Club. However, between golfing, boating, swimming, fishing and sightseeing, the nurserymen did manage to hold a business meeting.

On Sunday evening, August 19, the convention opened with a cocktail hour, followed by dinner, at which time President George Stockner briefly addressed the group and officially welcomed members and guests.

### Tour Gardens

Frederic Heutte, superintendent of parks and forestry for the city of Norfolk, conducted a tour on Monday, August 20, through Norfolk Municipal Gardens, where winding roads reveal native shrubs growing in natural surroundings. The gardens, developed from swampland about 20 years ago, now have 100 acres under cultivation. Included are 15 acres of rhododendrons (it was previously believed that rhododendrons would not flourish in the lower Tidewater area); 15,000 camellias, consisting of 700 special varieties, and 125,000 azaleas.

In the spring of the year, when the vivid reds and purples contrast with the soft pinks and whites of the blooming plant world, the beauty of the gardens is often compared to that of the better known Cypress Gardens, Botanical Gardens and other tropical parks of Florida. Although the Norfolk Municipal Gardens are not as well known as their Florida cousins, Mr. Heutte pointed out that they are still in their infancy. The group also visited the city park of Norfolk, inspected street plantings of crape myrtle and visited the old lighthouse at Cape Henry and the first landing place of the Cavaliers in 1607. The afternoon was de-



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- Less Night Heat Loss

- Low in Cost
- Lightweight
- Strong
- Practical

In tests at state experimental stations, it has been shown that most plants actually thrive in plastic greenhouses.

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## BOOKS ON LANDSCAPE SUBJECTS

### **ART OF HOME LANDSCAPE.** by Garrett Eckbo (\$5.95)

How to plan, build and plant to avoid wasting and spoiling outdoor space. Chapters include home planning, case studies, foundations, surfacing, enclosure, shelter, enrichment, plants and planting. Profusely illustrated with photos, drawings and sketches. 278 pages.

### **GROUND COVER PLANTS.** by Dr. Donald Wyman (\$4.75).

Describes more than 200 kinds of woody plants and herbaceous perennials which can be employed to cover the soil, in sun and shade. Chapters: Hardiness. Planting. General Maintenance. Winter Protection. Pruning. Propagation. Propagating Equipment. Lists of Suitable Plants. 175 pages.

### **LAWN AND LANDSCAPING HANDBOOK.** by Thomas H. Everett (\$2.00).

The grasses to use, renovating lawns, mulching, compost making, correct mowing, foundation planting, watering and fertilizing, controlling weeds, diseases and pests. Step-by-step diagrams and photos. 144 pages illus.

### **COMPLETE HOME LANDSCAPE AND GARDEN GUIDE.** by R. P. Korboe (\$3.95).

Instructions in landscape sketching—how to make garden plans and design your property. Includes gardening, grading, soils, drives and walks, foundation plantings, lawns, outdoor living areas, shrubs and flowers, ground covers, tree care and maintenance and regional planting guide. 368 pages illus.

### **SHRUBS AND TREES FOR THE SMALL PLACE.** by P. J. Van Melle (\$3.00).

Hardy deciduous materials for the home grounds. More than 400 items of border and other shrubs, specimen materials and a limited number of shade trees for the small places. Includes pruning, hardiness, planting and score charts. 246 pages.

### **NEW DESIGN OF SMALL PROPERTIES.** by M. E. Bottomley (\$4.00).

Each type of design—the formal, informal, odd lots and modern—treated separately and illustrated with typical layout plans, adapted to small property limitations. Also, chapters on garden design and planting composition. 174 pages, illus.

### **PLANTING DESIGN.** by Florence Bell Robinson (\$3.00).

Discusses color and its use, texture, art of design, groupings and arrangements; ecological factors, such as soil, climate, light and drainage; designing plantings around buildings and public plantings. 215 pages, illustrated.

### **HOW TO BEAUTIFY AND IMPROVE YOUR HOME GROUND.** by Henry B. Aul (\$3.50).

Provides plans, sketches, arrangements, terrace ideas, work and play centers, vegetable, flower, shrub and tree plantings. Modern ideas. 155 plans, drawings and illustrations. 320 pages.

### **LANDSCAPING YOUR HOME (Sunset Magazine) (\$1.00).**

A special selection of many tested ideas for home landscaping. 250 illustrations. Paper-bound.

### **65 PRACTICAL GARDEN PLANS.** by John Elliott (\$1.00).

Plans for suburban, country and city homes, including crowded areas in large cities, back yards, penthouses, outdoor living and dining rooms, etc. A wide range of plans applicable to many conditions and situations. 48 pages, paper-bound.

These books and others on horticultural subjects are available at the publishers' price through the

voted to entertainment in the hotel and Virginia Beach area, and several nurserymen visited nurseries in the Norfolk area.

In the evening, the customary cocktail hour and banquet were held in the Cavalier room. After dinner the entertainment consisted of bingo in the Colonial room and music and dancing at the Cavalier Beach Club.

### **Business Session**

At the business session, the meeting was called to order by President George Stockner. Frederic Heutte then introduced the guest speaker, Parke Rouse, Jr., executive director of Jamestown Festival. Mr. Rouse gave his listeners firsthand information about the new \$25,000,000 restoration program now in progress at Jamestown, nearby Williamsburg and Yorktown. He stated that the Jamestown Festival beginning in 1957 will be an annual event running from April 1 through November 30. Mr. Rouse gave the nurserymen a brief historic outline of the colorful events to be presented at Jamestown, in 1957.

Next on the agenda was Mrs. Elizabeth C. Loving, executive secretary for the "Plant Virginia" committee, Richmond. She pointed out that every citizen of the state stands to profit from such a program and particularly the nurserymen. She called upon the nurserymen to give the program their wholehearted support in terms of time and effort and to help in the recruiting of new members. She reported on the activities of the group during the past year and their plans to promote plantings for the nursery industry in Virginia.

After Mrs. Loving's talk, W. B. Higgs, Vadma Nursery Agency, Fairfax, chairman of the legislative committee of the Virginia association, was given the floor to report on the progress of the organized movement against users of unscrupulous and misleading advertising. He implied that although much progress has been made in the right direction, we have still not penetrated to the core of the problem. He urged all to check on the fair trade rules passed by the rules committee recently in order that they be known and practiced.

A well-planned program in combination with the scenic beauty and facilities offered by the Cavalier hotel and surrounding area created a pleasant convention enjoyed by all.

FRANK X. BETZ recently established the Betz Nursery Co. Bemidji, Minn.

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## SHADE TREES

Prices Bare-Root — 50 or more, one kind,  
one size, less 10%.

	5 to 6 ft.	6 to 8 ft.	8 to 10 ft.	10 to 12 ft.
<i>Acer rubrum</i> (Scarlet Maple)	\$2.00	\$2.75	\$4.00	\$6.00
<i>Acer saccharum</i> (Sugar Maple)	2.00	3.25	4.50	8.25
<i>Gleditsia triacanthos inermis</i> (Thornless Honey Locust)	2.00	3.00	4.50	7.50
<i>Platanus occidentalis</i> (American Plane Tree)	1.50	2.00	3.50	5.00
<i>Quercus phellos</i> (Willow Oak)	2.25	3.50	5.50	...
<i>Ulmus americana</i> (American Elm)	1.50	2.00	3.00	4.50

## FLOWERING TREES

B. R. and B&B

	3 to 4 ft.	4 to 5 ft.	5 to 6 ft.	6 to 8 ft.
<i>Cercis canadensis</i> (American Redbud)				
B. R.			\$2.00	\$3.50
B&B			3.50	7.50
<i>Cornus florida</i> (White Dogwood)				
B. R.	\$2.25	\$3.00	...	...
B&B	3.00	4.00	7.50	12.50
<i>Cornus florida rubra</i> (Pink Dogwood)				
B. R.	3.00	...	...	...
B&B	4.50	6.25	8.75	...
<i>Crataegus cordata</i> (Washington Thorn)				
B. R.				...
B&B			10.00	12.50
<i>Malus Almey</i>	2 to 3 ft.	3 to 4 ft.	4 to 5 ft.	5 to 6 ft.
B. R.	\$0.75	\$1.00	\$1.50	...
B&B		1.75	3.50	\$4.50
<i>Malus eleyi</i>				
B. R.	.75	1.00	1.50	...
B&B		1.75	3.50	4.50
<i>Malus floribunda</i>				
B. R.	.75	1.00	1.50	...
B&B		1.75	3.50	4.50
<i>Malus Hopa</i>				
B. R.	.75	1.00	1.50	...
B&B		1.75	3.50	4.50
<i>Malus niedzwetskyana</i>				
B. R.	.75	1.00	1.50	...
B&B		1.75	3.50	4.50
<i>Malus parkmanii</i>				
B. R.	.75	1.00	1.50	...
B&B		1.75	3.50	4.50
<i>Malus scheideckeri</i>				
B. R.	.75	1.00	1.50	...
B&B		1.75	3.50	4.50



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## OBITUARY

### Harry E. Rosedale

Harry E. Rosedale, founder, president and chairman of the board of Monrovia Nursery Co., Monrovia, Calif., and operator of an expanding chain of retail stores in the Los Angeles area, died August 15, of a heart ailment. His death occurred at Hoag Memorial hospital, Newport Beach, Calif., where he had been under treatment for the heart condition. He was 53 years old.

Mr. Rosedale made his home in Monrovia and was active in community affairs. He is survived by his widow, Sophie, and four children.

An immigrant to the United States from Denmark, Mr. Rosedale arrived in Oakland, Calif., when he was 18 and within four years had established his own nursery business. He had knowledge of nursery work from his father, a grower of ornamentals and vegetables, and the practical experience gained in three years as an apprentice to a Danish nurseryman. His first job in the United States was with the California Nursery Co., at Niles. After a year there, he went to southern California to work for Armstrong Nurseries, at Ontario. Two years later, Mr. Rosedale established his own business in partnership with Louis Deigaard, a boyhood friend. The association continued until 1933, when the property holdings were divided, and Mr. Rosedale became sole owner of Monrovia Nursery Co.

Although disastrous floods in 1938 nearly washed out the nursery, the business survived and continued to grow under Mr. Rosedale's direction. The Monrovia Nursery is well known in the trade as a large wholesaler of container-grown nursery stock, and in fact, the decision to grow ornamentals entirely in containers was a significant step in the development of the nursery. The first of the retail stores of Rosedale's Nurseries was established at Monrovia in 1926, and since then six branch stores have been added to the chain, at Glendale, Encino, Los Angeles, Pomona, La Habra and Santa Ana.

### Harry Pearcy

Harry Pearcy, owner of the Pearcy Nursery Co., Salem, Ore., died July 24 at the age of 64. He had been in the wholesale nursery business more than 30 years.

Born at Kelso, Wash., Mr. Pearcy moved with his parents to Portland,



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Cellusuede Rayon Floral Flock is now offered in rainbow assortment of sales tested new pastels to add that high style appeal. Colors such as Orchid, Pink, Baby Blue, and Christmas Red are a "must" if you want maximum volume for your flocked merchandise. Guaranteed 100% pure Rayon, it's color fast.

Rayon Floral Flock is especially desirable where you wish a velvety surface on items fabricated from plaster, wood, papier-mache, metal, or any other surface capable of supporting a film of paint or adhesive. It is widely used on containers, baskets, cardboard cut-outs and decorative pieces of all types. For pile effect, Floral Flock can be applied the same as Snow-Flock.

Sample Color Cards showing the range of standard colors of Cellusuede Rayon Floral Flock are yours for the asking. Write us on your letter head for immediate action.

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Cellusuede Rayon Snow-Flock will bring in more customers with its dazzling, rich white that rivals nature itself. You'll sell more trees, wreaths, centerpieces, and other decorations when you specify this 100% pure rayon flock that has no questionable filler or mix. Of equal importance, you will win greater customer loyalty and satisfaction because pure Cellusuede Rayon Snow-Flock retains its fresh vibrant white long after many flocks fade and discolor.

Rigid quality control offers a substantial reduction in your application cost because it is so quick and easy to apply evenly and without waste. All rayon Snow flocks are fire resistant, too. Insure and increase holiday profits! Specify genuine Cellusuede Rayon Snow-Flock. Available through leading distributors.

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## Transplant Now

All items noted below can be safely transplanted into beds now. All plants branched, 2 to 3-ft. transplants and carry a small ball of soil where possible.

### Ilex Bullata

One of the new varieties of Japanese Holly in great demand. It has small, shiny, convex leaves. Grows rapidly at first, then slows down. Shears well. It can be used in sun or shade and contrasts well with both broad-leaved and narrow-leaved evergreens. It makes the finest low evergreen hedge. Easy to grow and faster than yews. Sells on sight.

Per 100
6 to 8 ins., 2-yr., T. .... \$15.00
8 to 10 ins., 2-yr., T. .... 20.00

**AZALEA Hinodegiri** Per 100

3 to 6 ins., 1-yr., T. .... \$15.00
BOXWOOD English, 3 to 4 ins. 10.00

**BOXWOOD American,** 4 to 6 ins. .... 10.00

6 to 8 ins. .... 10.00
BOXWOOD Japanese, 6 to 8 ins. .... 10c each

**ILEX crenata,** 4 to 6 ins., 2-yr., T. .... 15.00

6 to 8 ins., T. .... 20.00
----------------------------

### Pieris Japonica

The most beautiful broad-leaved evergreen of all. In summer the color of the foliage is always changing, first red, then pale green and then dark green. In August the flower buds form in graceful racemes for next spring's flowers. White Lily-of-the-Valley like flowers appear with the first warm weather and flowers often last 6 weeks. Grows well in sun or shade. Makes a nice contrast with azaleas and rhododendrons.

4 to 6 ins., TT. .... 15c each
6 to 8 ins., TT. .... 20c each

### Leucothoe Catesbaei

A good broad-leaved evergreen that grows in dense shade. Lily-of-the-Valley like flowers, reddish-bronze foliage in winter. Contrasts well with azaleas and rhododendrons. Fine for flower arrangements.

6 to 8 ins., T. .... 20c each
8 to 10 ins., T. .... 25c each

Send for List

### ALANWOLD NURSERY

NESHAMINY, Bucks Co., PA.

QUALITY MERCHANDISE  
AT REASONABLE PRICES

### VANDERBROOK NURSERIES, INC.

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### For Quality Stock RICKERT NURSERIES

Successor to Moon's  
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Outstanding assortment.

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LOVETT'S NURSERY, INC.  
LITTLE SILVER, N. J.

Ore., at an early age. He graduated from the Oregon State College in 1916 and went to Salem from Portland about 1920, after service in World War I. He purchased a nursery farm near Clear Lake in 1924 and moved to the farm from Salem about 1927. He specialized in rhododendrons, camellias and azaleas.

Mr. Pearcy was a former president of the Northwest Nutgrowers' Association and had been an officer in the Oregon Association of Nurserymen. He was also a member of the local men's garden club and the local school board. Surviving are two daughters, a sister and three brothers, one of the latter, Knight Pearcy, being the owner of the Knight Pearcy Nursery, Salem.

### Leo Ihle

Leo Ihle, 56, business manager of the San Francisco Call-Bulletin from 1932 until 1953 and then publisher until his retirement in October, 1955, died of a heart attack September 2 at his home at San Rafael.

Son of an Illinois florist, Leo Ihle turned a hobby into a nursery business, being an A. A. N. member as Birchlane Farm and serving the California Association of Nurserymen at one time as a director. He was publicity chairman of the local arrangements group when the A. A. N. met at San Francisco in 1949 and with Mrs. Ihle was active in entertaining the visitors.

### William Roy Schmaus

William Roy Schmaus, owner of Roy Schmaus Nursery, Route 3, Benton, Ky., died of a heart attack July 26. Mr. Schmaus was well known in the area as a retail nurseryman and landscape architect. He is survived by his widow, Dorothy Schmaus; his mother, Mrs. T. M. Thompson, Paducah; two sisters, and two nieces.

### William A. Blair

William A. Blair, owner of the Midlothian Nursery, Midlothian, Ill., died recently at St. Francis hospital, Blue Island, Ill. He was 83 years old. He is survived by his widow and a daughter.

OPENED recently at the intersection of the Petal road and Highway 11 is a second outlet of Delia's Magnolia State Nursery, Hattiesburg, Miss.

GORDON'S NURSERY, Santa Ana, Calif., plans to start a retail nursery business at the southwest corner of Brookhurst avenue and the Santa Ana freeway frontage road, west of Anaheim.

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Over and over again, nurserymen have found that it pays to deal with a reliable source of supply that can satisfy almost all their plant needs. Wait for your Burr man before buying this year. He has the answer to more profits for you next spring.

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Trees

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Vuykiana Azaleas, Hardy Forcing hybrids, Ghent and Mollis Azaleas. Hybrid Rhododendrons, Clematis, Peonies, Astilbe, Dicentra, Red Maple, Copper Beech. Fancy shrubs.

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### HOLLIES

One of the most complete collections of the better named varieties of American and English holly, 3 to 6-inch pots. Field plants, 2 to 5 ft. Send for list.

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SEEDS—PLANTS—BULBS

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### AZALEAS AND HEDGE PLANTS

Splendid stock.

Write for Price List.

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# BOYD'S

## SPECIALS FROM FALL, 1956, TRADE LIST

All stock first class in every respect.

Prices quoted F.O.B. McMinnville, Tenn.

3% discount on all orders received in September, if cash accompanies order. Free packing when cash accompanies order during September.

### 5-N-1 Apple—The City Man's Orchard

Five different varieties budded on one tree. Nice long limbs of each variety that includes the following—one limb of each—Yellow Delicious, Red Delicious, Stayman Winesap, Yellow Transparent and Rome Beauty. Nice, well-branched trees.

	Per 10	Per 100		Per 10	Per 100	
9/16 to 11/16-in. cal. ....	\$12.50	\$100.00		11/16-in. cal. and up, br. ....	\$15.00	\$125.00

### FLOWERING TREES

#### PINK DOGWOOD (*Cornus florida rubra*)

	Per 10	Per 100	Per 1000
12 to 18 ins., 1 yr. ....	\$ 8.50	\$ 75.00	\$ 700.00
18 to 24 ins., 1 yr. ....	12.50	100.00	900.00
24 to 30 ins., 1 yr. ....	13.50	115.00	1000.00
30 to 36 ins., 2 yr. ....	15.00	135.00	1200.00
3 to 4 ft., heavy br. ....	22.50	200.00	1750.00
4 to 5 ft., heavy br. ....	42.50	400.00	3500.00
5 to 6 ft., heavy br. ....	55.00	500.00	4500.00
6 to 7 ft., heavy br. ....	80.00	750.00	....

#### WHITE-FLOWERING DOGWOOD

	Per 10	Per 100
2 to 3 ft., well-br. ....	\$ 4.00	\$ 35.00
3 to 4 ft., well-br. ....	5.50	50.00
4 to 5 ft., well-br. ....	9.00	85.00
5 to 6 ft., well-br. ....	13.50	125.00
6 to 8 ft., well-br. ....	20.00	175.00

#### PRUNUS NEWPORT (Purple-leaved Plum)

	2.00	15.00
12 to 18 ins. ....	2.00	15.00
18 to 24 ins. ....	2.50	20.00
2 to 3 ft. ....	3.00	25.00
3 to 4 ft. ....	4.00	35.00
4 to 5 ft. ....	6.00	50.00

#### PRUNUS THUNDERCLOUD (Improved Purple Plum)

	2.00	15.00
12 to 18 ins. ....	2.00	15.00
18 to 24 ins. ....	2.50	20.00
2 to 3 ft. ....	3.00	25.00
3 to 4 ft. ....	4.00	35.00
4 to 5 ft. ....	6.00	50.00

#### DOUBLE-FLOWERING PEACH

Double, Red-flowering Peach

Double, White-flowering Peach

Redleaf. Fruiting and flowering.

Double, Pink-flowering Peach (Helen Borchers variety), one of the best pink-flowering peaches known.

#### Prices on double-flowering peach

	2.00	15.00
12 to 18 ins. ....	2.00	15.00
18 to 24 ins. ....	2.50	20.00
2 to 3 ft. ....	3.00	25.00
3 to 4 ft. ....	4.00	35.00
4 to 5 ft. ....	5.50	50.00

#### WEEPING, FLOWERING PEACH

	3.00	20.00
12 to 18 ins. ....	3.00	20.00
18 to 24 ins. ....	4.00	30.00
2 to 3 ft. ....	5.00	40.00
3 to 4 ft. ....	7.50	60.00
4 to 5 ft. ....	10.00	75.00

(Red, pink and white-flowering, weeping Peach)

	Per 10	Per 100
REDBUD, 2 to 3 ft., br. ....	\$ 3.00	\$ 25.00
3 to 4 ft., br. ....	4.00	35.00
4 to 5 ft., br. ....	6.00	50.00
5 to 6 ft., br. ....	8.50	75.00

#### MIMOSA TREE, nice, straight, 3-year trees.

	Per 10	Per 100
4 to 5 ft., 3-yr. S. ....	4.00	35.00
5 to 6 ft., 3-yr. S. ....	6.00	50.00
6 to 8 ft., 3-yr. S. ....	7.00	60.00
8 to 10 ft., 3-yr., S. ....	8.50	75.00

### BOYD'S SHADE TREE SPECIALS

	Per 10	Per 100
5 to 6 ft., well-br. ....	\$ 6.00	\$ 50.00
6 to 8 ft., well-br. ....	8.00	75.00
8 to 10 ft., well-br. ....	12.50	100.00
10 to 12 ft., well-br. ....	17.50	150.00

#### QUERCUS PALUSTRIS (True Pin Oak)

	Per 10	Per 100	Per 1000
6 to 12 ins., S. ....	\$ 1.50	\$ 10.00	\$ 90.00
12 to 18 ins., S. ....	2.00	15.00	125.00
18 to 24 ins., S. ....	3.00	25.00	200.00
2 to 3 ft., S. ....	4.00	35.00	300.00
3 to 4 ft., S. ....	6.00	50.00	400.00
4 to 5 ft., br., T. ....	11.00	100.00	.....
5 to 6 ft., br., T. ....	17.50	150.00	.....
6 to 8 ft., br., T. ....	22.50	200.00	.....

	Per 10	Per 100
SWEET GUM, well-br., T. (some of the best we have ever grown)	\$10.00	\$ 85.00
4 to 5 ft. ....	12.50	100.00
5 to 6 ft. ....	17.50	150.00
6 to 8 ft. ....	22.50	200.00

#### TULIP POPLAR, well-br., T.

	Per 10	Per 100
4 to 5 ft. ....	7.50	60.00
5 to 6 ft. ....	10.00	75.00
6 to 8 ft. ....	12.50	100.00
8 to 10 ft. ....	17.50	150.00

We invite your inspection of the stock growing in our nursery.

**BOYD NURSERY COMPANY, INC.**  
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## Ball Better Pots and Paks

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#### THE MODERN WAY TO SELL PLANTS!

#### GROW TOP-QUALITY PLANTS IN BRIGHT ATTRACTIVE PACKAGES

Light Weight	Easy to Store
Unbreakable	Saves Labor
Long-lasting	Less Watering
Clean and Disease-free	
Broad-based Pots for Stability	

A growing-selling container—no need  
to repot or dress up for selling

#### PROVED USES OF ALUMIPOTS\* and ALUMIPAKS\*

**ALUMIPOTS\***: Foliage plants; blooming plants such as African violets, pot mums, begonias, azaleas, geraniums, primulas, etc.; spring plants such as fancy petunias, lantana, coleus, ageratum, annual phlox, etc.

**ALUMIPAKS\***: All types of bedding plants—annuals and vegetables.

#### ALUMIPOT\* PRICES

Available in plain silver or colors: Red, green and gold.

Quantity	2½-Inch		3-Inch	
	Plain	Colored	Plain	Colored
Per 1000	Per 1000	Per 1000	Per 1000	Per 1000
2,000 to 8,000	\$19.30	\$22.60	\$25.05	\$30.10
10,000 to 49,000	18.05	21.15	23.55	28.30
50,000 to 148,000	16.80	19.65	22.20	26.65
150,000 to 498,000	15.65	18.35	21.15	25.45

#### ALUMIPAK\* PRICES

Quantity	Plain	Colored
Per 1000	Per 1000	Per 1000
1,000 to 9,000	\$41.25	\$49.90
10,000 to 24,000	39.30	47.50
25,000 to 49,000	37.30	45.10
50,000 to 99,000	35.60	43.05
100,000 to 249,000	32.50	38.10

Dimensions 4½x8½x2 inches deep. Adequate drain holes in bottom. Ideal for a dozen marigolds, tomatoes, etc.

Packed in cases of 1000 (34 lbs. per case). Minimum order 1000. Write for prices on larger quantities.

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## COMING EVENTS

### MEETING CALENDAR

September 18 to 20, California Association of Nurserymen, Hobergs resort, Hobergs, Calif.

September 25, Montana-Wyoming Nurserymen's Association meeting, the Turf Penthouse, Billings, Mont.

September 27, Western Region, Pennsylvania Nurserymen's Association, fall meeting, Hotel Webster Hall, Pittsburgh, Pa.

October 19 to 21, Texas Rose Festival, Tyler, Tex.

October 20 to 22, Florida Nurserymen and Growers Association, annual trade show, Lido Biltmore hotel, Sarasota, Fla.

### MONTANA-WYOMING MEET

On September 25, the Montana-Wyoming Nurserymen's Association will hold its annual meeting at the Turf Penthouse, Billings, Mont. The meeting has been planned, according to Don M. Langohr, Jr., secretary, in conjunction with the meeting of the Montana-Wyoming Turf Association, being held September 24 at the same place. Many are expected to attend both meetings.

At the turf association meeting, Jesse Green, Bozeman, Mont., will speak on "Fertilizers for Lawns," and E. E. Barnard, Montana State College, Bozeman, will discuss "Weed Control Problems in Turf." After lunch, Herb Hasch, Miles City, Mont., will talk on "Problems in Establishing a Golf Course." A discussion period will follow, and then the group will hold its business meeting and elect new officers. There will be an open house at Billings Nursery, on the Laurel road, Billings, in the late afternoon. After the evening banquet, the A. A. N. film, "Landscape for Living" will be shown and Mrs. Robert Hamilton, past president of the Montana Federation of Garden Clubs will give an illustrated talk on "Montana Natives."

At the morning session of the nurserymen's meeting, Duane Anderson, Powell, Wyo., will speak on "Perennials for the Mountain States." Walter Morgensen, Casper, Wyo., will then discuss "Container-Grown Nursery Stock." After lunch, the nurserymen will participate in a forum led by Leonard A. Yager, extension service, Bozeman, Mont. The subject of the discussion will be "Plant Material List for Montana and Wyoming."

At the business meeting, presided

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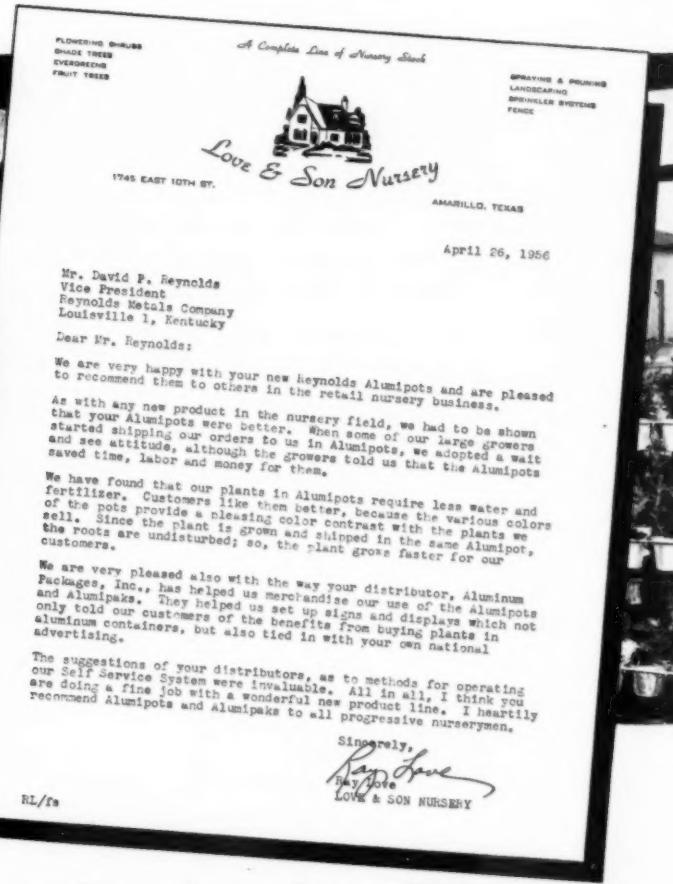
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- Calendulacea
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Finished budded stock, B&B.

Schlippenbachi

10 to 12 to 15 ins.

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10 to 12 ins.

Mollis

12 to 15 to 18 ins.

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over by Harry Warburton, president of the association, a new slate of officers for the coming year will be elected. An open house is scheduled to end the day's events and will be held at the Billings Nursery.

### TEXAS ROSE FESTIVAL

The 19th annual Texas rose festival will be held October 19 to 21 at Tyler, Tex. The rose show will open October 19 and remain open during the three days of the festival. Tours of the rose fields, starting from the Rose Show building, Rose park, also will be made on all three days.

Other features of the festival will be the rose queen's coronation on the evening of October 19 at the municipal auditorium and the coronation ball at the American Legion building. On October 20 the floral parade takes place in the morning with entertainment at Rose stadium at the fairgrounds in the evening and the queen's ball, at the American Legion building later. Special church services will be given on Sunday, October 21.

### LOUISVILLE ROSE PROGRAM

Top rose authorities in almost every branch of the hobby will be on the program of the 57th annual fall meeting of the American Rose Society at Louisville, Ky., October 4 to 6.

Among the featured topics will be "The Fragrance of the Rose," which is the subject of Dr. S. L. Emsweller and Robert Stewart, of the United States Department of Agriculture. Varieties old and new will be discussed from several angles by J. Awdry Armstrong, Armstrong Nurseries, Ontario, Calif.; E. S. Boerner, Jackson & Perkins Co., Newark, N. Y.; and Richard Thomson. The place of antibiotics and foliar feeding is the province of Dr. George Jorgenson, while Walter Lewis will untangle the wild roses of the northeast. Gladys Fisher will tell, step by step, how new roses are created.

Rose tours and forums, a school for apprentice rose judges and other activities amplify the program. The national rose show, held in conjunction with the meeting, will make a bow to the location using the theme "A run for the roses."

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Order your hardy azaleas now for fall or spring delivery from the finest collection we have ever offered to the trade. Try ours once and see the difference.

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- Louise Gable**, double, pink  
6 ins., 75c; 8 ins., \$1.00; 10 ins., \$1.25; 12 ins., \$1.50.
- Rosebud**, double, pink  
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15 ins., \$2.50; 18 ins., \$3.50.
- Rose Greely**, white  
6 ins., 75c; 8 ins., \$1.00; 10 ins., \$1.25; 12 ins., \$1.50;  
15 ins., \$2.50.

## KAEMPFERI AZALEAS

- Carmen**, large, rose-colored  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00.
- Fedora**, large, pink  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00; 18 ins., \$2.50; 20 ins., \$3.50;  
24 ins., \$5.00; 30 ins., \$6.00.
- Louise**, red  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00.
- Othello**, brick-red  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00; 18 ins., \$2.50; 20 ins., \$3.50;  
24 ins., \$5.00; 30 ins., \$6.00.
- Salmon Beauty**, salmon-pink  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00; 18 ins., \$2.50; 20 ins., \$3.50;  
24 ins., \$5.00; 30 ins., \$6.00; 36 ins., \$7.50.

## KURUME AZALEAS

- Addy Wery**, deep vermillion-red  
6 ins., 75c; 8 ins., \$1.00; 10 ins., \$1.25; 12 ins., \$1.50;  
15 ins., \$2.50.
- Amoena**, purple-red  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00.
- Apple Blossom**, pink  
15 ins., \$2.50; 18 ins., \$3.50.

## KURUME AZALEAS—Continued

- Coral Bells**, pink  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00.
- Daybreak**, pink  
15 ins., \$2.50; 18 ins., \$3.50.
- Favorite**, deep rosy-pink  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25.
- Hinodegiri**  
Our Hinodegiri is a very dark red.  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00; 18 ins., \$2.50; 20 ins., \$3.50;  
24 ins., \$5.00; 30 ins., \$6.00; 36 ins., \$7.50.
- Hino-Crimson**  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25.
- Maxwell**, red  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25.
- Orange Beauty**, orange  
10 ins., \$1.00; 12 ins., \$1.25; 15 ins., \$2.00.
- Polaris**, double, white  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00.
- Snow**, white  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25.

## VUYKIANA AZALEAS

- Beethoven**, mauve-lilac, waved petals  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00.
- Johann Strauss**, single, rose blotched  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00.
- Hexe**, double, red, late  
12 ins., \$2.00; 15 ins., \$2.50; 18 ins., \$3.50.
- Ledifolia alba**, white  
6 ins., 50c; 8 ins., 75c; 10 ins., \$1.00; 12 ins., \$1.25;  
15 ins., \$2.00; 18 ins., \$2.50; 20 ins., \$3.50;  
24 ins., \$5.00.
- Macrantha**, salmon, late  
12 ins., \$1.50; 15 ins., \$2.50.
- Mollis**, pink, yellow, orange  
12 ins., \$1.75; 15 ins., \$2.00; 30 ins., \$7.50.

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(*Rosa multiflora japonica*)

Upright, thorny-type, hardy, northern-grown stock, for conservation, living fences and budding understock. Our soil makes the finest fibrous roots. Our high quality is well known.

	Per 1000
1 to 3 mm. in caliper, 8 to 10 ins. in height.....	\$10.00
3 to 8 mm. in caliper, 10 to 24 ins. in height for conservation .....	22.50
4 to 6 mm. in caliper, 15 to 20 ins. in height for understock.....	25.00
6 to 8 mm. in caliper, 18 to 30 ins. in height.....	35.00

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*Terminalis* (Japanese Spurge)

The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

Per 100	Per 1000	5000 or more
Prepaid F.O.B. here	in same shipment	

Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade... \$5.00      \$42.50      \$40.00

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Two and three-year-old. 16 varieties.

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Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

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## PROPAGATION OF PLANTS

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Seed testing, layerage, division, separation, rooting cuttings, grafting, budding, stock and scion handling, nursery management and pest control. 637 p. (1942). Price, \$5.00, postpaid.

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## COVER ILLUSTRATION

### Syringa Chinensis

The Chinese lilac is represented in cultivation by many forms, which are offered in the trade under as many different names. What might be regarded as a typical plant is itself listed by Alfred Rehder as a hybrid, *Syringa persica* x *Syringa vulgaris*. However, many interesting and useful variations and forms have been selected and introduced. The plant pictured on the cover is a form growing in Durand-Eastman park, Rochester, N. Y., and listed as a numbered selection of Oswald H. Heer.

The crossing of *S. persica* and *S. vulgaris* resulted in an intermediate-size plant, from six to 14 feet in the various forms, with leaves favoring



Syringa Chinensis

the smaller, lanceolate foliage of *S. persica*. The flowers of the hybrid are borne in large, loose panicles usually larger than those of *S. persica* but not so large as in *S. vulgaris*.

Like most lilacs, this kin of Eurasian species does well in any ordinary, well-drained soil, but more vigorous growth and better bloom can be induced by proper fertilization. Indiscreet use of chemicals will result in excessive woody growth at the expense of good bud formation for the following season.

Some forms of *S. chinensis* flower again in the autumn, and although the fall flowering is not so generous as the spring bloom, the attractive 2-toned and fragrant flowers are most welcome in the season of few flowering shrubs. The Chinese lilac is hardy and has many uses. It makes

# LINING-OUT STOCK

For Immediate and/or Later Delivery. The demand for quality lining-out stock may very well exceed the supply this year. Our advice is to ORDER EARLY.

	Each 100 rate	Each 1000 rate	Each 2500 rate		Each 100 rate	Each 1000 rate	Each 2500 rate
30,000 <i>Barberry, Crimson Pygmy</i> , 2 1/4-in. pots (spring only) . . . . .	\$0.35	\$0.25	\$0.22 1/2	100 <i>Syringa hybrid henryi Rultilant</i> 2-yr., tr., own root . . . . .	\$0.36	\$0.35	...
4,000 <i>Cotoneaster adpressa praecox</i> , 3-yr., tr., S. . . . .	.50	.45	.40	1,750 <i>Syringa Fr. hybrid Violetta</i> , 2-yr., tr., own root . . . . .	.38	.35	...
2,200 <i>Euonymus coloratus</i> , 2-yr., tr. . . . .	.28	.25	..	1,500 <i>Tamarix Summer Glow</i> , 1-yr., C. . . . .	.20	.18	...
15,000 <i>Euonymus fortunei vegetus</i> (spring only), 1-yr., pot . . . . .	.16	.15	.14	7,000 <i>Taxus cuspidata</i> , 2-yr., pot . . . . .	.30	.28	\$0.26
3,750 <i>Euonymus fortunei vegetus</i> , 2-yr., pot . . . . .	.22	.20	..	11,000 <i>Taxus cuspidata</i> , 2-yr., from band . . . . .	.30	.28	.26
1,050 <i>Euonymus fortunei vegetus</i> , 3-yr., bed, 12 to 18 ins. . . . .	1.00	.75	..	2,750 <i>Taxus cuspidata</i> , 2-yr., tr., light . . . . .	.40	.35	.30
3,600 <i>Forsythia Lynwood Gold</i> , 2-yr., tr. . . . .	.35	.30	..	4,000 <i>Taxus cuspidata</i> , 3-yr., tr. . . . .	.45	.40	.38
2,500 <i>Forsythia intermedia spectabilis</i> , 2-yr., tr. . . . .	.20	.18	..	1,300 <i>Taxus cuspidata brownii</i> , 2-yr., pot. . . . .	.32	.30	..
700 <i>Hamamelis vernalis</i> , 2-yr., tr., S. . . . .	.35	.30	..	10,500 <i>Taxus cuspidata capitata</i> (finest strain), 2-yr., pot, C. . . . .	.32	.30	.28
5,000 <i>Ligustrum Vicary</i> (golden privet), 2-yr., tr. . . . .	.25	.22	.20	6,700 <i>Taxus cuspidata capitata</i> (finest strain), 2-yr., band, C. . . . .	.32	.30	.28
800 <i>Pachysandra terminalis</i> , 2-yr., pot, 2 stem . . . . .	.22	.20	..	2,000 <i>Taxus cusp. capitata</i> , 2-yr., tr., C. . . . .	.40	.35	.30
2,500 <i>Pinus austriaca</i> , 3-yr., S., 12 to 15 ins. . . . .	.14	.12	..	1,600 <i>Taxus cuspidata capitata</i> , 2-yr., S., 1-yr. pot . . . . .	.30	.28	..
1,000 <i>Prunus tomentosa</i> , 2-yr., tr., S. . . . .	.30	.28	..	1,800 <i>Taxus cuspidata capitata</i> , 2-yr., S., 2-yr. pot . . . . .	.35	.30	..
1,000 <i>Pseudotsuga taxifolia</i> , 3-yr., S., 4 to 6 ins. . . . .	.12	.09	..	800 <i>Taxus cusp. capitata</i> , 3-yr., pot, S. . . . .	.40	.35	..
1,000 <i>Pyracantha coccinea lalandii</i> , 4-in. pot, C. . . . .	.50	.40	..	20,000 <i>Taxus densiformis</i> , 2-yr., tr. . . . .	.47 1/2	.45	.42
900 <i>Rhus aromatica</i> , 2-yr., tr., S. . . . .	.30	.28	..	2,300 <i>Taxus intermedia</i> , 2-yr., pot . . . . .	.32	.30	..
250 <i>Salix tortuosa</i> , 1-yr., C. . . . .	.20	.18	..	1,200 <i>Taxus intermedia</i> , 2-yr., band . . . . .	.32	.30	..
900 <i>Symporicarpos chenaulti hancockii</i> (low-spreading ground cover shrub), 2-yr., tr. . . . .	.35	.30	..	700 <i>Taxus media No. 8</i> , 2-yr., pot . . . . .	.32	.30	..
				3,000 <i>Taxus media hickfieldi</i> , 2-yr., pot . . . . .	.32	.30	.28
				11,600 <i>Taxus media hicksii</i> , 2-yr., pot . . . . .	.32	.30	.28
				10,000 <i>Taxus media hicksii</i> , 2-yr., from band . . . . .	.32	.30	.28
				4,000 <i>Taxus media hicksii</i> , 3-yr., tr., light . . . . .	.40	.35	.30
				1,425 <i>Taxus media hicksii</i> , 3-yr., tr., light . . . . .	.50	.45	.40
				2,700 <i>Thuja occidentalis nigra</i> , 2-yr., pot. . . . .	.28	.25	.22
				500 <i>Viburnum opulus nanum</i> , 2-yr., pot. . . . .	.32	.30	..

**OTHER LINERS.** We have a good many more liners that have to be counted again in September. If you are interested in other liners than listed here or larger quantities in some varieties of Taxus, let us know.

**GENERAL INFORMATION.** Prices are F.O.B. Lansing, Mich. 25 plants of one variety at 100 rate, 250 at 1000 rate. Packing at cost. All offers subject to change without notice. Approved credit 2% 10 days, 30 days net; 3% for cash with order.

## THE COTTAGE GARDENS

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**Telephone:**  
**IV. 2-9021 and**  
**IV. 2-9276.**

a good specimen plant, goes well in shrub borders, and is a good loose soil stabilizer on slopes and park road shoulders, and its pleasant, spicy aroma makes it one of the best lilacs for use as a cut flower when it is in season.

Like most lilacs, *S. chinensis* can be propagated by almost any method, vegetatively when desired characteristics of a selected plant are to be retained. The cover illustration is from a photograph taken by Gavaghan & Dobson.

J. G.

### GARDENS IN SHADE

[Continued from page 15]

be made not only safer, but drier, for the wearers of toeless shoes.

It is often advisable to prune trees that are used so that not only may one walk beneath them but the plants may find it easier to grow. Illustration A shows how flowering dogwoods were pruned to achieve this result. A good job of pruning can reveal many interesting pictures in a rear lawn planting—and it does not have to be on a large scale. Illustra-

tions A, B and D were taken on a property that is no wider than 60 feet but may extend 75 from the rear of the house to the back property line. It depends somewhat on the client's interests and the landscape man's practical imagination.

### Rear Lawn Planting

One's first impression at mention of a rear lawn that is to be almost completely shaded by trees is that it is just a grouping of plants without any rhyme or reason. It should be

## VERY HEAVY TAXUS LINERS

	Each	Each	Per 25	Per 250
<b>BROWN</b>				
4-yr., 10 to 15 ins., XX.....	\$0.55	\$0.50		
<b>DENSIFORMIS</b>				
4-yr., 9 to 12 ins., XX.....	.50	.45		
12 to 15 ins., XX.....	.65	.60		
<b>HATFIELDI</b>				
4-yr., 9 to 12 ins., XX.....	.50	.45		
12 to 15 ins., XX.....	.65	.60		
<b>HENRYI</b>				
3-yr., 6 to 9 ins., XX.....	.40	.35		
4-yr., 9 to 12 ins., XX.....	.50	.45		
<b>HICKSI</b>				
4-yr., 9 to 12 ins., XX.....	.50	.45		
12 to 15 ins., XX.....	.65	.60		
<b>INTERMEDIA</b>				
4-yr., 9 to 12 ins., XX.....	.50	.45		
12 to 15 ins., XX.....	.65	.60		
<b>KELSEYI</b>				
4-yr., 9 to 12 ins., XX.....	.50	.45		
12 to 15 ins., XX.....	.65	.60		
<b>NANA BREVIFOLIA</b>				
4-yr., 6 to 9 ins., XX.....	.65	.55		
9 to 12 ins., XX.....	.75	.65		
5-yr., 10 to 15 ins., XX.....	.90	..		
<b>CUSPIDATA, spreading</b>				
3-yr., 8 to 10 ins., XX.....	.40	.35		
4-yr., 9 to 12 ins., XX.....	.50	.45		
12 to 15 ins., XX.....	.65	.60		
<b>VERMEULEN</b>				
3-yr., 6 to 9 ins., XX.....	.40	.35		
4-yr., 9 to 12 ins., XX.....	.50	.45		
All above taxus except nana:				
2-yr., 4 to 8 ins., X.....	.25	.20		
250 price applies to assortment of your choice of varieties in lots of 50. All plants heavy from base up. Cash please. Packing free. F.O.B. Lebanon, N. J.				
<b>HEMLOCK</b>				
4-yr., 6 to 9 ins., X.....	\$0.12 $\frac{1}{2}$	\$0.10		
6-yr., 9 to 12 ins., XX.....	.25	.20		
12 to 15 ins., XX.....	.35	.30		

## MOUNTAINVILLE FOREST NURSERIES LEBANON, N. J.

"A friendly, efficient sales service"  
**E. D. ROBINSON  
SALES AGENCY**  
38 S. Elm St. P. O. Box 247  
WALLINGFORD, CONN.

### Representing

Adams Nursery, Inc.  
Bristol Nurseries, Inc.  
Barnes Bros. Nursery Co., Inc.  
The Cheshire Nursery, Inc.  
Gulf Stream Nursery, Inc.  
Maxwell, Bowden & Rice, Inc.  
A. N. Pierson, Inc.  
Sunny Border, Inc.  
Verkade's Nurseries

### LINING-OUT STOCK

Our fall price list of quality liners will be ready about October 15. If interested, please write for same.

**THE MURGLAS CORPORATION**  
Formerly  
Thomas B. Meehan Co., Inc.  
DRESHER, PA.

far from this. If a jungle is going to be the result, then it is better that the planting never be started. Maintenance should not be forgotten, either, for someone must do this, and the layout should be such that it does not become an objectionable chore.

### Screening Buildings

Sometimes a garage wall needs to be screened. It is often better to do this with vines that enjoy the shade, like five-leaved akebia, Akebia quinata, rather than a mass of shrubs. Shrubs often consume too much space when used for such a purpose on a small property.

Features for a shaded area are many and can include a birdbath, birdhouses, a well-located seat (but not a highly colored one, please), a small pool, a trickle of water over a few stones or even a terrace. The terrace should have a hard surface if it is to be used a great deal. A few foliage plants such as caladiums, shown in illustration E, can add a bit of something that is different. They provide a rather definite contrast that may be really pleasing—a sort of spark to the garden. There are many other ways of making a shaded garden attractive as well as cool and relaxing.

This discussion will be continued in the October 15 issue, when many plant groups will be suggested, particularly those suited to the shaded garden on the small and medium-size places.

### NORTH JERSEY PICNIC

The North Jersey Metropolitan Nurserymen's Association held its annual picnic on August 16 at Hackettstown Nurseries, Hackettstown, N. J. There were 92 in attendance including several members of the staff of Rutgers University college of agriculture and most of the county agents of the north Jersey area.

The picnic started about 10 o'clock in the morning with horseshoe pitching, card playing and greeting and talking to old friends. Everyone enjoyed himself in the beautiful grove of maple trees, site of the picnic, even though it was an extremely warm day. The usual wonderful lunch was served by Ken Force and his helpers at about noon.

The early afternoon was spent touring the nursery and other points of interest in Hackettstown. The demonstration of a stone picker at the nursery was interesting. Some of the group just stayed at the grove and enjoyed a lazy afternoon.

At about 5 o'clock a steak dinner

## GABLE and KAEMPFERI

## AZALEA LINERS

In Variety in  
2x2x3-in. Treated Plant Bands

Dusty Rose	Herbert
Fedora	Hino-Crimson
Louise Gable	Mary Ann
Mildred Mae	Fireball
Rose Greely	Pink Bouquet
Gable's C-5-G	

Heavy 4 to 6 ins., 2-yr., cutback

**\$30.00 per 100; \$250.00 per 1000**

Shipped in our newly engineered package that assures perfect arrival

Send for our list.

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Roses - Rhododendrons - Azaleas - Holly  
Pioneers in Holly Selection

## HEMLOCK

Rhododendron—Kalmia  
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CURTIS NURSERIES  
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NORTHERN COLLECTED EVERGREENS  
FERNS  
PLANTS  
SHRUBS  
WILLIAM CROSBY HORSFORD  
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Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

## DEL-MAR-VA NURSERIES

Growers of Quality  
Taxus, Ilex and other Ornamentals.

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BRAND**

**MEYER  
Z-52 ZOYSIA**  
Round Grass Plugs

"The World's Finest Lawn Grass"

grown and sold by  
PLEASANT VIEW NURSERIES  
(Turf Division)  
Peters Road, Troy, Ohio, Phone 27094

was served. Afterward a group picture was taken, and then the many gifts donated by the associate members were given away as door prizes. The picnic broke up at about 7:30 in the evening. Everyone had a most enjoyable day, and Harold Quazza and his committee have the thanks of the group for another grand picnic. Edward S. Wyckoff, sec'y.

### NEW ROSE SOCIETY EDITOR

Frank H. Abrahamson has been appointed editor of publications for the American Rose magazine and American Rose Annual, according to an announcement of James P. Gurney, executive secretary of the American Rose Society. Mr. Abrahamson succeeds Dr. Fred J. Nisbet, newly appointed superintendent of the Biltmore estate, Asheville, N. C.

Mr. Abrahamson was born at Denver, Colo., and received a bachelor of science degree in floriculture from Colorado A. and M. College, Fort Collins, in 1953. He obtained his master's degree in journalism from the University of Illinois, Urbana, in 1954. For the past two years he has been serving as public and internal information officer for the Atlantic division of the military air transport service, stationed at McGuire air force base.

### FLINT PLANTSMEN

A number of interested nurserymen, landscape architects and others connected with the industry in the Flint, Mich., area recently formed an organization, the Professional Plantsmen's Society, to encourage closer acquaintance and cooperation among members, as well as to forward and promote public interest in better planting, design and materials.

At its first official meeting, the group elected officers and adopted a set of bylaws. Manley Webb, Webb Nurseries, Swartz Creek, is president; David C. Ketzler, Dave's Landscaping, Flint, is vice-president, and Allan Webb, Webb Nurseries, is secretary-treasurer. The members, 18 at present, will hold monthly meetings.

Active membership in the group is limited to those engaged in the growing, planting or maintenance of plant materials in the state of Michigan. Honorary membership is extended to individuals who hold positions in education or research institutions pertaining to the industry, public officials who are directly interested in the industry and persons who have contributed to the advancement of the industry.

**\$ \$ \$ \$ MONEY DOES GROW FROM TREES**

*... when you plant healthy, field-grown stock ...*

### from SUNCREST NURSERIES

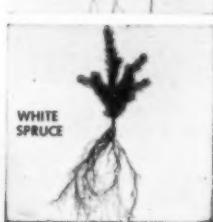
- A positive assurance of yearly increase in the value and beauty of your land.
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- Hardy, northern-grown seedlings and transplants with thick, all-year foliage.

Look at the unusually fine, healthy seedlings shown here. They're the kind of planting stock you get from Suncrest, where every order is carefully graded and packed under the supervision of trained forestry experts. Whether you plant for Christmas trees, ornamentals, hedges, windbreaks, reforestation or reclamation, it will pay you to investigate the savings you can make at Suncrest where only the finest specimens of many varieties are grown by specialists.

*... Your Suncrest Tree Profits Never Stop Growing*

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**SUNCREST EVERGREEN NURSERIES**  
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### LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

### DEERFIELD NURSERIES

DEERFIELD STREET P. O., N. J.

### LILACS ON OWN ROOTS

Leading varieties. All sizes, 2 to 8 ft.  
Write for list. Inspection invited.

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### A General Line of FRUIT and ORNAMENTAL TREES and PLANTS

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Division of  
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INDIANA, INDIANA CO., PA.  
Grower of Quality Nursery Stock  
Current Trade List on Request

### FOR 57 YEARS

*Our business has been growing*

#### Rhododendrons

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#### Perennials, Roses

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2-yr., T., No. 1.....	\$30.00	\$250.00
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2-yr., T., No. 2.....	17.50	150.00
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2-yr., T., No. 3 (shorts)....	10.00	75.00
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CORNUS FLORIDA (White Dogwood)		
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Below grafting size .....	5.00	30.00
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Grafting and budding size .....	7.50	40.00
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2-yr., T., 18 to 24 ins.....	25.00	200.00
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CYDONIA JAPONICA, seedlings		
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1-yr., 10 to 15 ins.....	5.00	40.00
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1-yr., 15 to 21 ins.....	7.50	50.00
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CORNUS FLORIDA RUBRA		
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1-yr., grafts, field-grown .....	75.00	700.00
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Free packing for cash with order.		
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Growers of a general line  
of nursery stock.

Visitors welcome.

### FAIRVIEW EVERGREEN NURSERIES

FAIRVIEW, Erie Co., PA.

# THIS BUSINESS OF OURS

*Reflections on the Problems of Nurserymen*

By E. Sam Hemming

## SPECIALTY PLANTS

I suppose both the scarcity and high cost of labor makes the growing of what might be called specialty plants more or less impractical. Yet changing times and conditions may make them possible again. My father was always interested in growing that kind of material, showing the evidence of his European training.

Some years ago he grew a number of English ivy pyramids. They were grown in tubs probably about 15 inches in diameter. In the tubs were inserted stiff wires shaped to form a pyramid about five feet high. Five or six vigorous young plants were planted in each tub. The tubs were placed in a lath house where English ivy grows its best. As well as I can recall, the wires were covered in about two years. The pyramids were quite popular for sale to hotels for use in foyers and on terraces. They had the advantage that English ivy can withstand the unfavorable conditions of growing in tubs and in interiors where the treatment is far from ideal and the normal evergreen soon turns shabby. One of the things that might make this type of plant again an economical possibility is that plastic tubs would probably be less expensive than wooden ones. And of course, other shapes could easily be visualized, fabricated and grown.

### Boxwood Specialties

There were other items that my father grew that always had a considerable degree of popularity. Among them were three topiary forms that he made from plants of *Buxus sempervirens* or common boxwood: Globes, pyramids and standards. There was considerably more to forming these than the mere shaping of the plants with shears, particularly in the case of the latter two items. The globes were relatively easily formed with the shears, and about all that was needed was a man with a good eye to shape the plants symmetrically.

The pyramids were started similarly, but much more of the shaping was done with a pocket knife than with shears; and it was particularly important that the final trimming before selling be done with the knife so

that the ragged edges of sheared leaves did not show. The growing of standards (globes on a bare single stem) was more complicated because, if it was not done correctly, the stem would be crooked. If the stem was not kept clothed with foliage until the final year, the heat of the sun might harden the bark and even stunt the growth of the plant. This would force the top to go off color and even to stop growing. The stem was formed and usually staked, but the side stems were cut back to within two inches of the stem. The top was permitted to form usually 18 inches above the ground. The top usually was shaped by pinching and the knife, rarely by the shears. The top usually was permitted to make about a 12-inch globe before the standards were ready for sale, and it was only then that the feathers of foliage were removed.

Other plants besides boxwood lend



### For Fall, 1956, or Spring, 1957

We have a few hundred of the smaller sizes in B&B *Taxus* in variety. Also a few thousand 2-yr. liners in the good varieties. Will you come and see them this summer?

#### VERKADE'S NURSERIES

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NEW LONDON, CONN.

### SHEPARD NURSERIES

*Growers and Distributors of  
ORNAMENTAL NURSERY STOCK*

Truckloads only, no boxing.  
60 acres growing. Skaneateles, N. Y.

themselves readily to making attractive standards. I remember that my father grew a number of standards using several varieties of *Euonymus japonicus*. They were relatively less expensive to grow because their growth was rapid, and they were quite successful until scale became such a nuisance. The crape myrtle, the lilac, *Viburnum carlesi* and several other attractive flowering plants can be made into standards.

Of course there are several plant specialties grown and sold in the nursery trade. Tree roses and Japanese weeping cherries are well-known items. But one should not entirely overlook the possibilities of using the imagination and creating other items. The new ways of selling nursery stock, using the garden center and container-grown plants, offer opportunities not known before, and this type of plant material might go over bigger than one thinks. The man with the new idea, even if it is an old idea done over, usually gets ahead the quickest.

BOB CHAPMAN, Garden Haven Nurseries, Sunnyvale, Calif., addressed the garden group of the local Newcomers Club on the subject of landscaping to special needs.

## EVERGREENS

300 acres of choice Evergreens ready for immediate resale

Write for list.

**GARDNER'S NURSERIES, Inc.**  
ROCKY HILL, CONN.

## ORNAMENTAL EVERGREENS

### Trees and Shrubs

**BAGATELLE NURSERY**  
P. O. Huntington Station, N. Y.

Fine Quality

### PERENNIALS and SHRUBS

Write for complete trade list.

**KINGWOOD NURSERIES**  
MENTOR, O.

**HIGHWAY LANDSCAPING**

Highway landscaping, neglected in Wisconsin until recent years, is expected to receive a great deal of attention when the 483 miles of highways authorized for the state in the new federal construction program are built. According to R. L. Williams, Madison, engineer of way-sides and landscaping with the state highway commission, trees and shrubs are to be planted along almost every mile of the new network. Mr. Williams said that in built-up areas the plantings would be dense, to screen homes and businesses along service roads from the noise and view of heavy traffic. In rural areas the planting would be more sparse.

The emphasis on highway landscaping is a fairly recent development. Until four years ago, the state spent only \$20,000 a year on roadside improvement, but now \$200,000 is being spent yearly in a stepped-up program.

Some difficulty has been encountered with the planting of such items as multiflora hedges, because of Wisconsin's severe winters. Plant barriers too close to highways allow snow to drift onto the road. On the other hand, the rose hedges cannot be planted on farmers' lands because they cannot be removed in spring as snow fences can be. These problems hold principally on the older highways, however, because some of them have rights of way only 66 feet wide. Some of the proposed highways will have rights of way 300 feet wide in places, which will give the landscapers more room.

Mr. Williams said that planting on a center strip dividing two lanes is desirable to reduce headlight glare from oncoming traffic, but because of the accompanying hazards, little such planting would be done on Wisconsin highways. A few years ago all the large trees on the center strip of Highway 41, south of Milwaukee, were removed because of the traffic fatalities resulting when automobiles struck the trees, which did not snap as a utility pole might. While it is desirable to make the plantings as ideal as possible, said Mr. Williams, safety must come first, and there must be no chance of creating new hazards.

D. A. K.

**OAK PARK NURSERIES, INC.**, East Patchogue, Long Island, N. Y., has developed a new area for its retail sales during the spring and fall planting seasons. A grove of oaks and pines adjacent to the office quarters has been utilized and a lath house constructed.

## Here's your fast profit-maker for the coming season



\*Plant Patent No. 1313  
*Gleditsia triacanthos inermis aurea*

### Cash in on the spectacular demand created by national advertising.

In less than a year the colorful, new SUNBURST has made a phenomenal record. Thousands sold on sight to retail buyers. As a result of extensive national advertising and favorable publicity in garden columns the demand will be greater than ever. We and our licensed growers are now prepared to supply you reasonable quantities of the fast-selling SUNBURST. Make sure of your supply now—order direct or from one of the following growers:

Huntsville Wholesale Nurseries, Huntsville, Ala.  
Lake's Shenandoah Nurseries, Shenandoah, Ia.  
A. McGill & Son, Fairview, Ore.  
Mount Arbor Nurseries, Shenandoah, Ia.  
Princeton Nurseries, Princeton, N. J.  
J. Frank Schmidt & Sons, Troutdale, Ore.  
Willis Nursery Co., Ottawa, Kan.



SUNBURST has the first new color in an ornamental shade tree in decades. A really good golden-yellow on branch tips contrasts sharply with rich green inner foliage to make it look like a flowering tree bursting with bloom.

SUNBURST is an unusually strong, clean, hardy tree that transplants easily, is widely adaptable and highly resistant to insects and disease. It grows straight with a stately form and natural symmetry. It's the kind of tree that makes satisfied customers for you.

### Three-quarters of a century of dependable quality.

Cole Nursery has been recognized for 75 years as a reliable source of landscape material of high quality. We can supply your needs promptly in large quantity and wide variety.

We will be glad to send you complete information on SUNBURST and other new Cole introductions. Write for our catalog showing all items.

### NURSERYMEN FOR 75 YEARS



### TAXUS CUSPIDATA

18 to 24 ins., TT.  
24 to 30 ins., TTT.  
30 to 36 ins., TTT.

### CASSINELLI'S GLENDALE NURSERIES, INC.

GLENDALE, Hamilton Co., OHIO  
12 miles north of Cincinnati

1956

### 15 MILLION SEEDLINGS

of

Scotch, Austrian and Red Pine

**McCURDY BROS. NURSERIES**

1957

MANTON, MICH.

## BERRYHILL

Invites You to Inspect

### TAXUS

We are one of the largest growers of these varieties in the midwest.

- Taxus andersoni*, 15 to 24 ins.
- Taxus cuspidata*, 15 to 30 ins.
- Taxus capitata*, 2 to 3½ ft.
- Taxus columnaris*, 2 to 3 ft.
- Taxus hatfieldii*, 15 to 24 ins.
- Taxus hicksii*, 18 to 30 ins.
- Taxus intermedia berryhillii*, 15 to 24 ins.
- Taxus Vermeulenii*, 15 to 24 ins.
- Taxus wardii*, 15 to 30 ins.

### LINING-OUT STOCK

Specialty shrubs and evergreens such as these varieties:

- Cotoneaster apiculata*, pots and transplants
- Cotoneaster divaricata*, transplants
- Euonymus alatus*, transplants
- Euonymus alatus compactus*, transplants
- Euonymus radicans erectus*, transplants
- Ilex rotundifolia*, transplants
- Philadelphus aurea*, pots
- Juniperus pfitzeriana*, transplants
- Juniperus glauca hetzii*, transplants
- Pyramid Arborvitae*, transplants

### CANS

We have three years' experience growing in cans in our rigorous mid-west climate. We have approximately 50,000 to show you. There are over 50 varieties such as these:

- Cotoneaster*, varieties
- Euonymus*, varieties
- Ilex rotundifolia*, 1 and 2-gal.
- Ilex hetzii*, 1 and 2-gal.
- Golden Vicary Privet*
- Philadelphus aurea*, 1 and 2-gal.
- Pyracantha wyatti* and *lalandii*
- Armstrong and regular Pfitzers
- Biota aurea nana*
- Globe and *Elegantissima Arborvitae*
- Taxus cuspidata* and *media*

### OTHER B&B EVERGREENS

We have over 270 acres to show you.

### VISIT US

We are located 4½ miles northeast of Springfield on State Route 4, near the village of New Moorefield; 26 miles northeast of Dayton, 80 miles north of Cincinnati, 45 miles west of Columbus.

**THE BERRYHILL NURSERY CO.**  
Box 696 SPRINGFIELD, O.

## Ohio Outing

Registration reached the 150 mark at the summer meeting of the Ohio Nurserymen's Association held August 22 to 24 in the Netherland Plaza hotel, Cincinnati. While the figure was down from that of some previous summer meetings, the group enjoyed a well-planned program of entertainment and activities. No business was transacted at the meeting, although there was considerable discussion about the Ohio winter meeting to be held next January in Columbus. Since the gathering will be the 50th anniversary meeting of the association, special plans were being made for the celebration.

The 3-day gathering opened Wednesday evening, August 22, with a reception in the Restaurant Continental of the convention hotel. Dinner was followed by an evening of dancing.

### Soap Factory Tour

The next morning, buses left the hotel for a tour of the Ivorydale factory of Proctor & Gamble, the center of one of the largest soap manufacturing areas in the world. After viewing an introductory film about soap making, the nurserymen went on an escorted tour of the plant. First seen was the kettle house, containing 3-story kettles, holding as much as 100 tons of soap. Next the Camay department was visited where smooth ribbons of soap were seen to be cut into bar lengths, stamped into proper shape, wrapped and packed into containers. The Ivory department was inspected next where bars were cut, stamped and wrapped and Ivory flakes were packaged. Liquid detergents were seen to be canned and packed, while a visit to the Crisco department proved interesting. At the conclusion of the tour a package of Proctor & Gamble products was given to each visitor.

### River Cruise

After returning to the hotel, eating lunch and resting, the nurserymen again departed on buses that transported them to the dock where they boarded the Chaperon, an Ohio river boat, which provided a 1½-hour trip up the river to Coney Island. At this famous Ohio amusement park the nurserymen enjoyed themselves, had a delicious chicken dinner and returned to downtown Cincinnati by boat that evening.

Friday morning was left open for the nurserymen to visit local nur-

## ORNAMENTALS

EVERGREENS — SHRUBS — TREES

## KANKAKEE NURSERY CO.

Kankakee, Illinois

Dogwood	Spiraea
Honeysuckle	Viburnum
Philadelphus	Weigela
Privet, Amur North	

**Send for complete list**

—Also—  
**PACKAGED NURSERY STOCK**  
that

*"Wil-gro"*

## ORNAMENTALS

**TREES SHRUBS EVERGREENS**

Wholesale growers of a general assortment for the best landscape plantings.

### BRYANT'S NURSERIES

Princeton, Illinois

### REMEMBER SHERMAN'S for . . .

- Alpine Currant
- Hydrangea P. G.
- French Lilacs
- Snowball
- Shade Trees
- Evergreens
- Phlox
- Peonies
- Plum Seedlings
- Lining-out Stock

Let us quote you on your requirements.

**SHERMAN NURSERY CO.**  
CHARLES CITY, IA.

### Stock that is hardy.

**WHOLESALE**

**SUMMIT NURSERIES**  
STILLWATER, MINN.

eries or other points of interest in the Cincinnati area. Nurseries that were seen included Besuden Nurseries; Cassinelli's Glendale Nurseries; Wilbur Dubois & Son; the W. J. Hagedorn Nursery; Elmer Heitmeyer Nursery; Lath House Garden Store; Henry T. Mezger-Anderson Hills Garden Center; Mount Pleasant Gardens; Montgomery Nurseries; the William A. Natorp Co.; Neumeister Nursery; C. E. Persons & Sons Garden Store; White Oak Nursery; Wyoming Nurseries, and L. Mallory Webb Garden Store & Nursery.

The group reassembled at Sharon Woods at noon for a picnic lunch after which the meeting adjourned.

#### **WISCONSIN FIGHTS DUTCH ELM DISEASE**

On July 6, 1956, the first case of Dutch elm disease in Wisconsin was confirmed by E. L. Chambers, of the department of plant industry, of the state department of agriculture. The first diseased tree was discovered in Beloit, just across the border from Illinois, where the disease has been present for some time. Since that time, other cases have been discovered in Milwaukee, Wauwatosa and West Allis, and it is certain that other cases exist in southern Wisconsin, only awaiting verification.

Because the invasion has long been expected, the organization to battle the disease promptly moved into action. A 10-member committee met with Representative Henry Reuss, Milwaukee, and Dr. Curtis May, government pathologist from Beltsville, Md., to coordinate plans for the fight. The committee consists of Mr. Chambers; E. B. Stiefvater, assistant county agent and temporary Milwaukee county coordinator on Dutch elm disease; Howard Gregg, county parks manager; Milton Kral, county park commission horticulturist; Edward Mallonen, landscape architect for the county planning department; Griggs Waring, Milwaukee city forester; Howard Muellner, Wauwatosa city forester; Dr. Eugene S. McDonough, Marquette University botany professor; James J. Tirry, Cudahy director of public works, and Robert Greaves, a landscape architect.

#### **Control Measures**

The organization to fight the disease will be set up in five divisions. The first division will be the state department of agriculture, which will do the necessary laboratory work in detecting the disease and send out reports of their findings. Elm wood

## **DO YOU HAVE STOCK TO SELL?**

### **Supply Short**

Another summer of dry weather in some areas has hampered the production of nursery stock this season.

Some growers will be able to fill orders only on a pro rata basis, and their customers are looking for other sources to supplement their supply.

### **Demand Strong**

Home building, continuing at a high rate, supports the strong demand for nursery stock that has been experienced in recent seasons.

Consumer buying has shown no decline in the face of business adjustments in some areas, and autumn is expected to show an upturn in general trade activity.

Gardening interests a greater number of people than ever before, and their purchases of plants increase from season to season.

### **Market Ready**

If you have a specialty crop or a general line of stock for wholesale, you can turn into cash any part of it not already booked on orders. The American Nurseryman reaches nearly 9800 trade buyers (paid subscribers). The cost of reaching them depends on the quantity of stock you have to sell, thus:

(1) Your complete price list can be published in one page or two or more pages, depending upon the number of items, at \$120.00 per page (less on term orders). Reprints can be supplied at cost for your mailing list or to answer inquiries.

(2) Specialty items or a short list can be offered in display advertising space—from 1 inch upwards—at \$4.00 per column inch per insertion (less on term orders).

(3) Staple items can be listed under suitable headings in the Classified advertisements at 35 cents per line (6 average words) per insertion. Note the increase in pages of these "liners" from issue to issue because trade buyers look them over to find their wants.

### **Prompt Action**

Mail your advertising copy now. You will receive orders from the American Nurseryman pages before you can prepare, plan, print and mail a circular—and the cost is much less!

Both classified and display forms for the October 1 issue will be open until September 14.

Mail copy early—don't miss the big issue of autumn.

# **AMERICAN NURSERYMAN**

343 S. Dearborn St.

Chicago 4, Ill.

## LINING-OUT STOCK

	Per 100	Per 1000
<b>Washington Hawthorn</b>		
6 to 9 ins., S...	\$ 7.50	\$ 65.00
2-yr., 9 to		
12 ins. ....	15.00	125.00
2-yr., 12 to		
18 ins. ....	22.50	200.00
<b>Kolkwitzia (Beauty Bush)</b>		
9 to 12 ins., T.	15.00	125.00
12 to 18 ins., T.	22.50	200.00
<b>Cotoneaster divaricata</b>		
12 to 15 ins., T.	17.50	150.00
<b>Elaeagnus angustifolia</b>		
6 to 12 ins., S.	5.00	35.00
12 to 18 ins., S.	6.50	50.00
<b>Pyracantha angustifolia</b>		
1-yr., S., R.P... .	10.00	85.00
<b>Photinia villosa</b>		
1-yr., S., R.P... .	7.50	65.00
<b>Rhodotypos scandens</b>		
6 to 12 ins., S.	7.50	65.00
12 to 18 ins., S.	10.00	85.00
<b>Sorbus aucuparia</b>		
12 to 18 ins., T.	15.00	125.00
<b>Viburnum dentatum</b>		
6 to 9 ins., S...	7.50	65.00
12 to 18 ins., S.	12.50	100.00
<b>Viburnum lantana</b>		
2-yr., 6 to		
12 ins., S....	10.00	85.00
2-yr., 12 to		
18 ins., S....	15.00	125.00
<b>Viburnum lentago</b>		
6 to 9 ins., S...	7.50	65.00
<b>Viburnum opulus</b>		
6 to 9 ins., S...	10.00	85.00
<b>Viburnum tomentosum</b>		
12 to 18 ins., T.	17.50	150.00
<b>Pyramidal Arborvitae</b>		
( <i>Thuja occidentalis</i> )		
T., S. ....	17.50	150.00
<b>Mahonia aquifolium</b>		
9 to 12 ins., T..	30.00	250.00
<b>NEWPORT NURSERY CO.</b>		
NEWPORT, MICH.		

samples are already coming into this office at the rate of 25 to 30 per day. The second division will be the county coordinator, working out of the county agricultural agent's office, who will help communities organize for survey and establish education and promotion programs. Third in line will be the municipal or town forester, who will appoint tree wardens, send samples to the state laboratory and screen the reports. Many of the smaller communities have no forester at present, which will necessitate the appointment of a qualified man, in many cases a nurseryman. The fourth division will consist of the tree wardens, whose job is to organize a corps of tree observers. The fifth division will be the tree observers, in some cases boy scouts, 4-H groups, or various civic organizations, who will report dead trees, branches or piles of elm logs.

Spraying and sanitation programs are getting under way in some cities, with varying degrees of cooperation from city officials. Removal of dead elm wood, dying elms, stumps and woodpiles, plus regular spraying of living elms, is considered the only control. Representative Reuss' original proposal of a "sanitary cordon," a 75-mile-long, 10-mile-wide strip along the Wisconsin-Illinois border, was not considered practical because of the fact that the elm bark beetle can be carried many miles by the wind.

Because of all the publicity in connection with the invasion of the disease, the public is becoming increasingly aware of the danger and more alert to the symptoms, which accounts for the large number of samples coming into the state entomologist's office. In many cases, trees suspected of having Dutch elm disease turn out to have verticillium wilt or elm phloem necrosis.

The biggest false alarm to date came when a Milwaukee woman called Mr. Stiefvater and declared she was positive she had an elm with Dutch elm disease. Despite his busy schedule, Mr. Stiefvater hurried over, only to find that her "elm" was a lilac bush. D. A. K.

### GARDEN CENTER OPERATION

[Continued from page 16]

customer will be flattered by this unusual attention, and those who follow the practice say that it is effective in building good will.

#### Delivering Purchases

Some customers will want to have their purchases delivered. In order to handle such cases consistently you

## LINING-OUT STOCK

For Fall, 1956 — Spring, 1957, Delivery

Can be transplanted directly in field rows or under slatted frames.

	Each Per 100	Each Per 1000
1058 <i>Buxus koreana</i> , 1-yr., pots ..	\$25.00	\$22.50
2280 <i>Buxus sempervirens</i> , 2-yr., pots ..	27.50	25.00
1050 <i>Buxus sempervirens</i> , 2-yr., 2½-in. pots ..	30.00	27.50
175 <i>Cotoneaster apiculata</i> , 2-yr., 2¼-in. pots ..	22.50	....
980 <i>Cotoneaster wilsonii</i> , 1-yr., 2-in. pots ..	17.50	....
425 <i>Cotoneaster zabelii</i> , 1-yr., 2-in. pots ..	17.50	....
400 <i>Crataegus monogyna</i> , 2-yr., 1-yr. to 12 ins., ...	22.50	....
2100 <i>Hedera helix</i> (Baltic Ivy), 1-yr., pots ..	15.00	12.00
1200 <i>Juniperus chinensis pfitzeriana</i> , 1-yr., 2-in. pots ..	20.00	....
2950 <i>Juniperus chinensis hetzii</i> , 2-yr., 2¼-in. pots ..	22.50	20.00
2000 <i>Juniperus chinensis hetzii</i> , 1-yr., 2-in. pots ..	20.00	18.00
3000 <i>Taxus cuspidata</i> , 2-yr., 2-in. pots ..	22.50	20.00
1560 <i>Taxus cuspidata</i> , 2x2x2½-in., band, 2-yr., ...	25.00	22.50
1300 <i>Taxus cuspidata</i> , 2-yr., 2¼-in. pots ..	25.00	22.50
300 <i>Taxus media hicksii</i> , 1-yr., 2¼-in. pots ..	22.50	20.00
2575 <i>Taxus media hicksii</i> , 2-yr., 2¼-in. pots ..	27.50	25.00
500 <i>Pyracantha coccinea pauciflora</i> , 2-yr., pots ..	22.50	....
250 <i>Pyracantha royleana</i> , 2-yr., pots ..	22.50	....

*Mahonia aquifolium*, 2-in. pots; *Pyracantha royleana* and *P. laetabilis* seedlings, offered for spring, 1957. Please inquire. Send for our complete list. Packing at cost.

## Floral Gardens Nursery

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## ROOTED CUTTINGS

Ready Now!

Per 100	Per 1000
<i>Euonymus vegetus</i> , \$7.00	\$ 65.00
<i>Juniperus pfitzeriana</i> , 2-yr., in bed .....	12.50 110.00

## LANDSCAPE MATERIAL

<i>Pyramidal Arborvitae</i> , 4 to 5 ft., 6 to 8 ft.	
<i>Woodward Globe Arborvitae</i> , 18 to 24 ins., 24 to 36 ins.	

<i>Juniper glauca hetzii</i> , 24 to 30 ins., 3 to 4 ft.	
<i>Juniper Pfitzer</i> , 24 to 30 ins.	

<i>Colorado Blue Spruce</i> , 6 to 8 ft.	
Write for prices.	

THE ROBINSON GREENHOUSES  
ROBINSON, ILL.

## Hydrangea P. G.

## Hydrangea P. G. (Tree Form)

## Ornamental Trees

## Grapevines, 1-yr.

Thorne Brewster

## WILLOWBEND NURSERY

PERRY, O.

should establish some policy in regard to them and your entire personnel should be familiar with this policy. The simplest solution would be to make no deliveries at all, but sometimes on account of competition or other conditions it becomes necessary to offer a delivery service. In smaller communities where deliveries can be made inexpensively, garden center operators sometimes make deliveries free, if the purchases amount to \$3, \$5, \$10, or some other arbitrary minimum. A further limitation is made by offering deliveries only at stated intervals such as twice a week or three times a week on specific days.

Making deliveries in metropolitan areas is an expensive service and should be charged to the customer, based on some scale that will compensate you for the cost. Here again, purchases should amount to a certain minimum, and it is best not to make the deliveries too frequently. After all, your retail prices do not include the expense of delivering free to the customers' homes. If the expense was included in the price, it would be an injustice to those who carry their own purchases, because they would be paying for a service they were not getting. As far as possible, customers should be encouraged to carry their own purchases, not only because this will cut down your operating expenses but also because it will enable you to maintain the most reasonable prices.

#### Credit Problems

While some of your customers will demand delivery service, others will ask for credit, and that is another problem you will have to solve. If you are operating strictly on the cash-and-carry basis your problem is already solved, because you will neither make deliveries nor extend credit. The supermarkets have demonstrated that big business can be operated on a strictly cash basis—no one gets credit no matter how worthy he may be.

Fine folks who used to telephone their orders to the grocery store and expect deliveries twice a day now drive to the supermarket, make their purchases unaided, pay cash for them and carry them out to their cars. They do not expect credit nor ask for it.

If you decide to give credit, be prepared to add considerably to your overhead expenses. You can afford to extend credit only to those who are worthy of it, and about the only practical way to insure that is to join a credit bureau. It will be necessary to maintain a set of books, issue

## UNUSUAL LANDSCAPE ITEMS

<i>Abies balsamea</i>	12 to 14 ft.
<i>Albizia julibrissin rosea</i>	2 to 5-in. caliper
<i>Azalea calendulacea</i>	6 to 8 ft.
<i>Azalea poukhanensis</i>	5 to 6-ft. spread
<i>Cercis canadensis</i>	6 to 14 ft.
<i>Cornus florida</i>	6 to 18 ft.
<i>Cotoneaster divaricata</i>	4 to 6 ft.
<i>Chamaecyparis filifera aurea</i>	5 to 7 ft.
<i>Chamaecyparis obtusa crippsi</i>	7 to 9 ft.
<i>Chamaecyparis obtusa nana</i>	3 to 5 ft.
<i>Fagus sylvatica</i>	2 to 5-in. caliper
<i>Franklinia altamaha</i>	8 to 10 ft.
<i>Halesia tetrapetra</i>	12 to 14 ft.
<i>Ilex crenata</i>	2 to 3 ft.
<i>Ilex opaca</i>	3 to 9 ft.
<i>Magnolias</i> , in variety	6 to 10 ft.
<i>Picea glauca conica</i>	5 to 7 ft.
<i>Picea glauca densata</i>	12 to 16 ft.
<i>Picea engelmanni</i>	8 to 12 ft.
<i>Picea omorika</i>	9 to 11 ft.
<i>Picea pungens</i>	12 to 16 ft.
<i>Pin Oak</i>	1½ to 7-in. caliper
<i>Pinus flexilis</i>	5 to 7 ft.
<i>Pinus strobus fastigiata</i>	12 to 18 ft.
<i>Pinus strobus nana</i>	3 to 5-ft. spread
<i>Pinus strobus pendula</i>	12 to 14 ft.
<i>Pinus thunbergi</i>	8 to 14 ft.
<i>Prunus newporti</i>	5 to 9 ft.
<i>Red Oak</i>	2 to 5-in. caliper
<i>Rhododendron</i> hybrids	6 to 8 ft.
<i>Rhododendron maximum</i> , clumps, approximately 15 canes	5 to 8 ft.
<i>Stewartia pentagona</i>	8 to 10 ft.
<i>Sweet Gum</i>	2½ to 8-in. caliper
<i>Taxus brownii</i>	5 to 6 ft.
<i>Taxus capitata</i>	5 to 8 ft.
<i>Taxus hicksii</i>	5 to 8 ft.
<i>Taxus repandens</i>	3 to 5-ft. spread
<i>Tsuga canadensis</i>	5 to 11 ft.
<i>Tsuga caroliniana</i>	5 to 9 ft.
<i>Tsuga fremontii</i>	6 to 8 ft.
<i>Tsuga sargentii</i>	3 to 4-ft. spread
<i>Viburnum carlesii</i>	2 to 6 ft.

65 acres of choice landscape material. Established 38 years. Send us your want list for quotation.

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**GOOD  
NURSERY STOCK  
AS WELL AS  
ROSES**  
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## NORTHERN-GROWN STOCK

Evergreen Liners

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Fruit Trees

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*Philadelphus Minnesota Snowflake*

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Send for list.

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**GOLDEN VICARY PRIVET**  
Lovely, solid, golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rose bed borders. Should have full sun.  
Per 1000 \$10.00 \$80.00  
**BEARDSLEE NURSERY Perry, O.**

  
**Scarff's Nursery**  
FRUITS  
ORNAMENTALS  
LINING-OUT STOCK  
Send for Complete Trade List.  
NEW CARLISLE, O.



Pictured above left to right, top row: Buddleia, Purple-leaved Honeysuckle Vine, Chinese Privet, Blue Hetz Juniper; bottom row: Forsythia Lynwood Gold, Blue Spiraea, Euonymus patens, small-leaved Euonymus, Euonymus coloratus.

See classified ad under lining-out stock for prices and other items.

**MCININCH GREENHOUSES**  
ST. JOSEPH, MO.

#### TEUCRIUM CHAMAEDrys

	Per 100	Per 1000
Top size	\$18.00	\$150.00
Medium grade	12.00	100.00
Well-rooted cuttings	5.00	45.00

**BEARDSLEE NURSERY**  
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#### NURSERYMEN:

Due to the death of Henry C. Balcom we offer our nursery stock for sale in the field. *TAXUS Cuspidata* and *T. Hicksii*, *Juniper Hetzii*, *Fitzgeraldi*, *J. Canariensis* and miscellaneous items. Finished stock and transplants. Established 35 years.

**BALCOM NURSERY**  
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#### SURPLUS STOCK

5000 Pfitzer Juniper and 500 Mugho Pine. Balled or dig your own. Priced right.

Howard Dudley

**FAIR LAKE NURSERY**  
DELTON, MICH.  
Rt. 2

statements, incur the expense of collecting delinquent accounts and charge off losses from uncollectable accounts.

The additional expenses involved in making credit sales must be met by charging higher prices for your merchandise. Not only is this unfair to those who do not ask for credit, but the higher prices will put you at a disadvantage in competition with those who make no credit sales.

#### Business Hours

It is the custom of many garden centers to stay open on certain nights. In some towns the stores stay open on Saturday, in others on Thursday or Tuesday night. Whatever the night, it probably would be best for you to try remaining open the same night as the other stores in your town. Some garden centers stay open every night, especially those in some heavily populated metropolitan areas, but others have found that it does not pay them to remain open at night. Whether or not it will pay you can be determined only by experimenting.

Garden centers that operate at night should be well lighted. It is a common practice to use clusters of floodlights in outdoor areas. If these are mounted at a considerable height they will illuminate larger areas and cast shorter shadows. Lighting from all angles is essential in order to make it possible to read signs, labels and price tags easily. Department stores, variety stores, supermarkets, used car lots and other retail establishments that operate at night have learned that bright lights have a good effect on the customer. He will buy more when the place is flooded with light than when the light is poor.

#### Sunday Business

In open forum discussions concerning the operation of garden centers, one of the most controversial subjects is that of staying open on Sundays. Those who favor Sunday business claim that Sunday is one of their best days, often the best day of the week. Sunday opening is necessary to accommodate many customers who have no other day to buy or plant nursery stock. Sunday opening increases the volume of business. Besides, the practice is in tune with the trend of the times. Supermarkets, furniture marts and used car lots are open not only at night but on Sunday also.

Others are equally firm in their opposition to Sunday business. Many condemn the practice on religious grounds. Employees should have

## JUNIPERS

### Hetzii

15 to 18 ins.	\$1.50
18 to 24 ins.	2.00
24 to 30 ins.	2.50
30 to 36 ins.	3.00

### Andorra

15 to 18 ins.	\$1.50
18 to 24 ins.	2.00
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### Kosteri

24 to 30 ins.	2.50
30 to 36 ins.	3.00
36 to 42 ins.	4.00

### Von Ehorn

18 to 24 ins.	2.00
24 to 30 ins.	2.50
30 to 36 ins.	3.00

### Pfitzeriana

18 to 24 ins.	2.00
24 to 30 ins.	2.50
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All stock B&B. Beetle area only

## CHAGRIN VALLEY NURSERY

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## OUR NEW CROP IS READY

### HEAVILY ROOTED HOLLY

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#### NAMED VARIETIES OF HOLLY LINERS

4 to 6 ins., 2-yr. stock  
in plant bands.

**\$75.00 per 100**

**\$650.00 per 1000**

**\$550.00 per 1000  
(our selection)**

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## SPECIMEN HEMLOCKS

Heavy, sheared, single leader trees. B&B from heavy loam soil. All balls sufficient according to size of tree, solid and tightly strung.

	Each	Per 100
3 to 3½ ft.	\$4.50	\$400.00
3½ to 4 ft.	5.50	475.00
4 to 4½ ft.	6.50	575.00
4½ to 5 ft.	8.50	750.00

Also heavy plants in *Myrica pensylvanica*, *Cotoneaster divaricata* and *Cornus florida*.

**ROBERT L. WADE LANDSCAPE CO.**

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**ROSEUM ELEGANS AND ROSEUM SUPERBUM ONLY**

**9 to 12 ins., \$1.75      12 to 15 ins., \$2.75      15 to 18 ins., \$3.75**

We have approximately 1500 of these well-grown, bushy, own-root plants at this special price. We need the land and want to move them this fall.

No Shipping - pick up at Nursery only.

**The Bosley Nursery,**

**Mentor, Ohio**

Phone Painesville  
Elmwood 2-3030

their Sundays free for church attendance, recreation and rest. The practice of remaining open on Sunday is a development of recent years and is the result of a sort of a hysteria. A businessman feels compelled to remain open on Sunday because his competitor is open, yet there are many businesses serving the public that close on Sunday, and sometimes a half day or all day on Saturday. Folks manage to do their banking and buy their clothes during the week. They would buy their groceries and nursery stock during the week if the stores selling them were closed on Sunday. Furthermore, a greatly increasing number of workers enjoy half or full holidays on Saturday.

Many retail establishments including garden centers that have Sunday competition are able to do a good business without meeting such competition. It would seem that there is something wrong with a business that must strive and strain seven days a week to succeed.

**TOWNSEND EVERGREEN NURSERY**, Hartford City, Ind., has added a modern propagating house 14x60 feet and lath house 60x90 feet and increased its acreage of young stock.

## MULTIFLORA ROSE

(*Rosa multiflora japonica*)

	Per 1000
8 to 12 ins.	\$13.50
2/16 to 3/16-in. cal., 10 to 15 ins.	18.00
3/16 to 1/4-in. cal., 15 to 18 ins.	24.00
1/4 to 3/8-in. cal., 18 to 24 ins.	36.00

Plants will be top and root trimmed prior to shipping. All prices F.O.B. Elsberry. No packing charge.

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You will find us your best source of Multiflora whether you need a few plants or a few million.



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Hyperion .....	\$2.00	\$15.00
J. A. Crawford .....	2.25	18.00
Mrs. W. H. Wyman .....	2.25	18.00
Leonian Hybrids .....	2.25	18.00

Write for quantity quotations.

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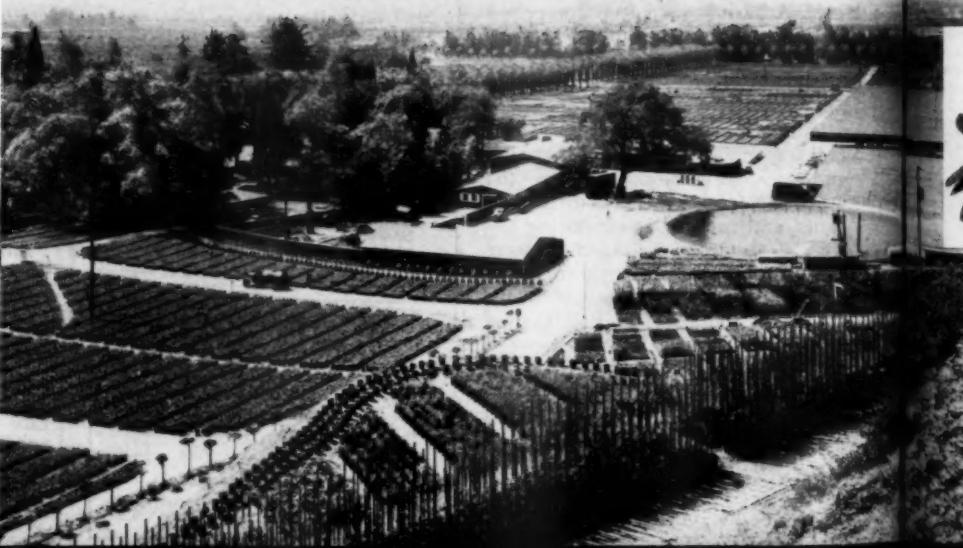
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MN growing grounds contain many temperature variations. Over them all is the warm California sun shining an average 305 days each year at an average daily temperature of 75 degrees.

From the level of the valley floor where harder plants thrive on cool nights, MN acres rise to frost-free heights where tender tropicals grow with complete protection.

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## MONROVIA NURSERY CO.

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## PLANT NOTES HERE AND THERE

By C. W. Wood

### **Maianthemum**

The name which the botanist Webber (I believe) chose for this genus of the lily family, tells us, we are told, that the plants, or at least the European representative, *Maianthemum bifolium*, upon which the genus was founded, blooms in May, or as the literal translation has it: Mayflower. But it does not tell us what a charming duo the two best known ones are—charming not only as individual plants, but also in masses for a ground cover in shady places.

*Maianthemum bifolium* was aptly called by Farrer: "that specially beloved little fairy of the alpine woods . . ." Unlike many alpines, it is at home in this country in moist shady spots, where it will spread out a carpet of pretty, little, heart-shaped leaves in pairs, from which spring stems about six inches tall bearing racemes of fluffy white flowers, the entire plant making a pretty companion for small ferns or a carpet for other woodland dwellers. From the gardener's standpoint, the other of the better known kinds, our native *M. canadense*, is so similar that one would not need both. Still judging from the gardener's viewpoint, the greatest difference noted in my trials was that the North American native had the longer spike of fluff, often almost twice as long. There is another form, known as *M. dilatatum* and *M. bifolium kamtschaticum*, growing in the fir and spruce forests from Oregon to Alaska and down the Asiatic side to Japan, differing from the others only in minor characters. All want a leafy soil in shade and do better with more than the average amount of moisture. The plants are multiplied easily from division of the running rootstock.

### **Tunica**

If you are old enough to remember the rock garden craze in this country, you will recall with much nostalgic pleasure, I am sure, one of its most pleasant by-products—an acquaintance with the charming *Tunica saxifraga*. Now that the temporary madness has passed, one still sees tunica lingering in gardens where it was given haven, perhaps not in the spot it was originally located, for it is a wanderer, self-sowing far and wide (I recently saw in

northern Michigan a group of the plants at least three miles from a human habitation), but rarely out of place except in the gardens of those meticulous souls who cannot endure a thing out of place. Despite all that, neither the plant nor its double-flowered form was ever really permanent in my garden. However, the type self-sowed so freely that I was never without it. I seldom see it in nurseries now and not too often in gardens, except old ones where the favorites of former years are cherished. It suggests to me that modern neighborhood growers who do not grow it could do themselves and their clients a good turn by adding it to their lists.

It makes a fountain of thread-thin leaves a foot or less tall, from which spray forth a continuous shower of little pink flowers from early until late, and it does well in any well-drained spot in sun or light shade, preferably the former. It comes readily from seeds, but the double-

flowered form must be grown from cuttings in spring (May by preference), according to my experience. Incidentally, there is a pleasant experience in store for the one who grows it from seeds, for it varies not a little in floriferousness and in flower shade of pink (sometimes white). The last time I saw a really exciting planting was in a garden where they had a large, southward-facing wall to clothe, and tunica played a role in that picture. Another prominent feature was a large planting of sun roses at the top of the wall. Let us examine the latter for a moment.

### **Helianthemum**

It is necessary to remember the growth habits and eventual size of sun roses when they are used as wall ornaments; otherwise, one is apt to run into difficulties after a year or two. I never have seen them used artistically except at the top of a wall, where their long growths can hang gracefully over the side, dis-

## SHEARED SPECIMEN EVERGREENS

Balled and Burlapped

	Each 10 rate	Each 100 rate
<i>Juniperus pfitzeriana</i> , 18 to 24 ins. 24 to 30 ins.	\$3.25 4.25	\$3.00 4.00
<i>Juniperus excelsa stricta</i> , 18 to 24 ins. 24 to 30 ins.	2.50 3.25	2.25 3.00
<i>Juniperus virginiana canescens</i> , 4 to 5 ft.	6.50	6.25
<i>Juniperus virginiana Dundee</i> , 3 to 4 ft. 4 to 5 ft.	5.75 6.50	5.50 6.25
<i>Taxus cuspidata</i> (Spreading Yew), 18 to 24 ins. 24 to 30 ins.	5.75 6.25	5.50 6.00
<i>Taxus nana brevifolia</i> , 15 to 18 ins. 18 to 24 ins.	4.25 5.25	4.00 5.00
<i>Taxus densiformis</i> , spreading, 18 to 24 ins. 24 to 30 ins.	5.75 6.25	5.50 6.00
<i>Taxus media hirsutissima</i> , 18 to 24 ins.	6.75	6.50
<i>Taxus mooni</i> , 18 to 24 ins.	6.75	6.50
<i>Taxus nigra</i> , dark green spreader, 18 to 24 ins. 24 to 30 ins.	5.75 6.25	5.50 6.00

### **SHRUBS**

	Per 100 rate	Per 1000 rate
<i>Barberry, thunbergii</i> , green, 15 to 18 ins. 18 to 24 ins.	\$22.50 27.50	\$200.00 250.00
24 to 30 ins.	35.00	300.00
<i>Barberry, thunbergii atropurpurea</i> , red, 15 to 18 ins. 18 to 24 ins.	27.50 40.00	250.00 350.00
24 to 30 ins.	50.00	450.00

### **LINING-OUT STOCK**

<i>Taxus capitata</i> , seedling type 4-yr., T.	60.00	500.00
5-yr., TT.	130.00	1250.00

Prices F.O.B. Onarga, Ill.

## IRELAND'S NURSERY

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By digging three-year-old blocks of peonies every year you are assured of young, vigorous roots.

## FINE PEONIES

Also individually wrapped "SUPERBLOOM" brand for counter sales. SEND US YOUR WANT LIST or write for complete list on herbaceous and tree peonies.

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Nurserymen, Garden Centers, etc.

# THE COTTAGE GARDENS

Growers of Hardy Ornamentals, Finished and Lining-Out Stock. Peonies and Taxus a specialty.

Nick I. W. Kriek  
Harold E. Hicks

## LANSING 17, MICHIGAN

playing their little flowers in various colors over a long period. Two other precautions should be taken with them: They should be planted where they will not have to be moved, because their thong-like roots are deep seated and are, therefore, not easily dislodged without injury, and they should be put in protected places in the northern states. In cold sections it may take some experimenting to find out which ones are hardy enough for the local conditions. Here in northern Michigan, few are able to go through the winters unless they are planted in protected places where the snow covers them from fall until spring or are given a good covering of evergreen boughs in the absence of snow.

There are many good named varieties available in this country, so one has a large field to choose from. Of the ones that I have seen, the following modern kinds impressed me most: Dazzler, a spectacular, deep scarlet; Goldilocks, showy, yellow roses over silvery foliage; Mrs. Mold, fringed, rose colored with a salmon overlay, and Peach, large, peach tinged with apricot. And if you prefer double flowers, try these: Boule de Feu, double crimson, and Sun Fleck, double yellow. And you will not be disappointed by any of the

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1-yr. bed, XX,	
6 to 8 ins. ....	\$0.30
2-yr., bed, XX,	\$0.25
8 to 10 ins. ....	.40
	.35

### FORSYTHIA LYNWOOD GOLD

Rooted cuttings .....	.10	.08
Liners, 2 1/4-in. pots ..	.15	.13 1/2
1-yr., field, XX,		
10 to 15 ins. ....	.25	.20

### GOLDEN VICARY PRIVET

Rooted cuttings .....	.10	.08
Liners, 2-in. pots ....	.18	.15
1-yr., field, XX,		
10 to 12 ins. ....	.30	.25

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"Bens" named from Scottish mountains.

Where hardy, sun roses are among the best of ground covers in sunny situations, to cover sunny slopes in the rock garden and to hang from the top of a wall. They are more or less prostrate growers, but many spread out over a diameter of two feet or more. They need good drainage. Sun roses are easily propagated from soft cuttings any time from spring till fall, the earlier the better.

### Thoughts On Bluish Tulips

If you have plantings to do this fall in which tulips are to be a part, it might pay you to give some thought to the kinds with blue or bluish flowers. It may be that because blue is my favorite color I have kept my eyes open to the use of that shade during the years that I have observed the garden scene and have stored away in memories' file many lovely pictures that I have seen. Thirty years is a long time to retain a garden scene in one's memory; yet, that is what happened to me this morning when I opened a current catalog and saw a colored picture of a new Darwin tulip, Drammen. It brought back a lovely May picture seen in the garden of Mrs. Francis King some 30 years ago, where a planting of Rev. Ewbank tulips under a group of blue lilacs (Emile Gentil, as I remember it now) made an indelibly pleasant impression on my mind. I should like to see the new Drammen, with its large rosy-violet flowers used under one of the good, modern blue lilacs, or planted with Phlox divaricata, forget-me-nots and Mertensia virginica.

### Lythrum Robert

The new English lythrum, Robert, which I saw in an Ohio nursery a year or two ago, has all the earmarks of a first-rate landscape plant, especially where it can be given an abundance of moisture, though I suspect that it would respond to good border treatment. What I especially liked about the plant was its bushy growth of about 18 inches, obviating

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A large, luminous red, free-flowering and fragrant hybrid tea.

### Pink Fragrance (Plant patent No. 1493)

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	Per 10	Per 100
August Pioneer .....	\$2.50	\$20.00
Hyperion .....	3.00	25.00
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the necessity of staking even in exposed situations and insuring a large number of spikes of its pretty, rosy-red blooms (fuchsia pink with a reddish glow, according to color purists). And it has a hearteningly long blooming period.

### **Phygelius Capensis**

A letter that came this morning asks, among others, this question: "Is it true, as I read in a plant catalog, that the cape fuchsia, *Phygelius capensis*, is hardy anywhere?" I hasten to answer, as far as I can, with the hope that it will induce others to give the plant a trial.

First of all, I am afraid that the copy writer is a little too optimistic and takes in too much territory when he says that it is hardy anywhere. I have had it on trial two or three times, but eventually always lost it when a particularly severe winter came upon it. I had one in a protected nook in this cold garden for several years and might have it yet if I had not forgotten to give it its usual heavy mulch. It always killed back to the ground in late fall, but, if everything went well, it would come back in spring, sending up shrubby growths to two feet or more, bearing 2-inch-long tubes of brilliant scarlet from July onward. Incidentally, it makes a splendid pot plant. It was best here in good, light soil in full sun, though part shade was quite satisfactory and might be better for hot, dry climates. It grows readily from cuttings taken in autumn.

### **Lycoris**

The New York correspondent who asked about *Lycoris radiata* should be told that the plant is not hardy in the north, except under heavy mulch in the most protected places, though it makes a good subject for fall blooming in pots. It is generally stored dry in a frostproof cellar over winter and brought into growth in spring. I have no idea how far north it would be safe in the open, perhaps not farther than Tennessee. Like the more familiar so-called hardy amaryllis, it flowers after the narrow basal leaves have disappeared. Then, in fall, it sends up a naked scape to a height of fifteen inches, slightly more or less, bearing an umbel of a dozen or more crimson flowers with sickle-shape segments.

But the correspondent and growers in most parts of the United States can depend upon the hardy amaryllis of gardens, which is *Amaryllis bellis* to them and *Lycoris squamigera* to botanists, to thrive for them, multi-

## **TREE LIST FOR FALL AND SPRING**

	Per 100	Per 1000	Per 10,000 lots
<b>Colorado Blue Spruce</b>			
(3-0), 3 to 5 ins.	\$ 6.00	\$ 30.00	
(3-0), 6 to 10 ins.	10.00	50.00	\$47.50
(3-1), 6 to 12 ins.	16.00	80.00	
8 to 12 ins., XX	40.00	350.00	
12 to 18 ins., XX	75.00	.....	
<b>Black Hills Spruce</b>			
10 to 15 ins., XX	32.00	300.00	
<b>White Spruce</b>			
(3-0), 4 to 8 ins.	10.00	42.00	40.00
<b>Norway Spruce</b>			
(3-0), 6 to 12 ins.	10.00	45.00	42.50
<b>Douglas Fir</b>			
(2-0), 3 to 6 ins.	8.00	30.00	28.00
(3-0), 4 to 8 ins.	10.00	35.00	
4 to 6 ins., X	12.00	60.00	
6 to 9 ins., X	15.00	110.00	
9 to 12 ins., X	25.00	160.00	
<b>Mugho Pine, Tyrolean, top -sheared</b>			
(3-0), 3 to 5 ins.	12.00	60.00	
<b>Mugho Pine, Swiss Mt., sheared</b>			
(3-2), 4 to 8 ins.	25.00	160.00	
<b>Taxus densiformis</b>			
6 to 9 ins., XX	70.00	.....	
<b>Taxus cuspidata capitata, sheared</b>			
6 to 9 ins., XX	55.00	.....	
9 to 12 ins., XX	85.00	.....	
<b>Riga Scotch Pine</b>			
(2-0), 2 to 3½ ins.	5.00	24.00	22.00
(2-0), 3½ to 8 ins.	8.00	36.00	26.00
(2-1), 4 to 10 ins.	12.00	55.00	
<b>Austrian Pine</b>			
(2-1), 3 to 5 ins.	12.00	55.00	
<b>White Birch</b>			
3 to 4 ft., XX	75.00	.....	

TERMS: Cash with order please, or 25% deposit, balance before shipment. 50 at 100 rate, 500 at 1000 rate, all seedlings sold in multiples of 50, all transplants sold in multiples of 10. Minimum order \$10.00. Packing charges included in price of trees.

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Open field—selected or field run, up to 6 ins. F.O.B. South Bend, Ind.

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Special price quantity lots.

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6 to 8 ft.; 8 to 10 ft.; 10 to 12 ft. and 14 ft., good caliper.

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Silver Maple	Pink Dogwood	Flowering Crab Apple	Fruit Trees
Chinese Elm	White Dogwood	Crape Myrtle	Grapevines

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Catawbiense, Maximum, Carolinianum

Kalmia, Hemlock, White Pine  
Leucothoe, White Dogwood, Balsam  
Cutbacks, Seedlings, Finished Stock

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**65 PRACTICAL GARDEN PLANS**  
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Build profits with Wight's container-grown  
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plying rapidly by offsets, and pleasantly surprising everybody by its adaptability and a yearly production in August of fragrant, lavender-pink flowers.

It is easy to admire the blooming plant when it is used correctly in the landscape, but it is not always easy to use it felicitously, especially in small gardens, because of the plant's growth habits, including its disappearance in early summer. If it did its disappearing act with any degree of grace, it would not be so disconcerting, but it insists on leaving a messy lot of yellow foliage to plague the gardener. And then when it puts on its show in August, it sends up a naked scape that can appear grotesque unless one has made provision for some kind of ground cover or companion plants to cover its nakedness. The object should be to supply a covering for the unsightliness of the decaying lycoris foliage and to furnish some sort of background for its 2-foot, naked stems. I have seen Anchusa myosotidiflora (Brunnera macrophylla), if you try to keep up with the frequent changes of names) used for the purpose. The plants made a good combination, the anchusa blooming in May and June and supplying a background for the other's flowering in August. A better suggestion will be found, I think, in planting the lycoris between clumps of gas plant, whose polished, shining leaves are ornamental from spring till autumn, and a still better companion, in my estimation, would be Campanula lactiflora alba, which is usually in bloom while the lycoris is displaying its umbels of lavender-pink flowers.

### Bulb Planting

In any case, the bulbs should be planted where they will not interfere with the operations that are a part of good gardening; otherwise, deep working of the soil during the dormant period of the plants could mean losses. Here in northern Michigan bulbs are planted eight inches deep, not only to keep them from disturbance when the border is cultivated but also to give them a good covering during cold, snowless winters, though the latter is probably not necessary. Friends who operate on heavy clay soil tell me that the bulbs are better if planted on a cushion of sand. They do well here in either sun or part shade, preferably the latter. The plant is generally propagated by natural division of the bulbs. The books talk of slow increase, mentioning multiplication of two or five years. That must be unduly slow, however, or Michigan's light sandy soil induces more rapid

increase, for they always did two or three times that well here.

#### Anchusa Caespitosa

The mention of the anchusa in the preceding note prompts me to set down a few observations on Anchusa caespitosa. There is some question in my mind about what the name should represent. Farrer mentions it as being a dream in his day, being hidden on the highest summits of Crete, forming dense bristly tufts, with the leaves pressed flat on the ground, and perhaps half a dozen fine flowers almost sitting upon the tuft. Twice I have had seeds under that name from England since World War II without raising a plant, so cannot say anything from experience about a plant they are growing there as caespitosa which they describe as growing a foot tall, of "neat compact habit, with erect trusses of brilliant, deep blue flowers . . . from late May right on through the summer." One English seedsman thinks it is the best introduction that has been offered since the war.

Then there is a plant that I have been observing under the same label in an Ohio nursery which may be described as follows: A branching bush to a height of about 15 inches, producing an endless procession of white-eyed, bright blue flowers during June, July and August. They told me at the nursery (and all indications pointed to the truth of the statement) that it is hardy and easy to grow in well-drained soil in sun. It should make a splendid addition to the list of summer-blooming herbs.

#### SOUTHERN MEETING

[Continued from page 8]

having common handling problems. Use is made of methods engineering, time and motion study and work simplification techniques.

The third area of marketing, continued Dr. Furuta, deals with improved market information. This is the dullest and most uninteresting of the three areas but can be of much value to your industry, he said. To do an effective job of selling and growing, for that matter, we need better information on price trends and prices among alternative markets. We need information on crop conditions and outlook for both short and long-time supply. We need to encourage the collection of census information, for this is not only useful in showing the long-time shifts in your business, but also it reveals the importance of your industry when it comes to fighting for favorable express rates or for federal or state ap-

## New and Unusual SHRUBS

### Eastern Shore GROWN

#### Forsythia Beatrix Farrand

##### Giant-flowered forsythia

	Per 10	Per 100	Per 1000
3 to 4 ft. ....	\$ 8.50	\$75.00	\$650.00
4 to 5 ft. ....	10.00	90.00	800.00

#### Forsythia Lynwood Gold

	2 to 3 ft. ....	3 to 4 ft. ....	4 to 5 ft. ....
	6.00	50.00	400.00
	7.00	60.00	500.00

#### Hypericum hideote

	Strong, 2-yr. ....	50.00	450.00

#### Tamarix Pink Cascade

(Plant Pat. No. 1275)

	18 to 24 ins. ....	5.00	40.00	350.00
	2 to 3 ft. ....	6.00	50.00	400.00

#### Tamarix Summer Glow

	18 to 24 ins. ....	30.00	250.00
	2 to 3 ft. ....	32.50	300.00

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*Better Liners of the Better Kinds*

- J. L. LEGENDRE, Pres.
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propriations in fostering research activities.

The discussion on marketing brought out the problem that it is difficult to try to coordinate available stock with consumers' demand. Garden editors talk about certain plants, but they are not available in the nursery. Women influence the purchase of products, so advertising should be directed to them.

Cooperative advertising between the wholesaler and retailer came up for discussion. It has been tried in the past, but there is the problem of no brand names in nursery stock. An

unscrupulous retailer who enters into such an agreement could purchase stock from some other source. For the small nurseryman it was agreed institutional advertising is best; several nurserymen can get together and place a general advertisement.

It was believed that grades and standards should be used more and the public should be educated to them. An added observation was that container-grown plants have not gone over so well as they might because people do not work in their gardens enough during the summer.

The panel discussion on turf



FORSYTHIA  
Beatrix  
Farrand



Mobile, Ala., president of the Southern Nurserymen's Association. He said it is important to look from where we have come, to look where we are and to look to the future. The nursery industry has been built up through hard work and sacrifices, he commented. Nurserymen must have a sincere love for plants and must wish to make the world a more beautiful place in which to live. The real plantsmen in the industry are disappearing, observed Mr. Sawada.

It is necessary to continue to advance and build up the industry. We cannot stand still. New things should be tried. We are bound to have some failures, but they lead to advancement. In order for the nursery industry to survive, it must give a good product to the public at a price the public will pay.

Concluding his address, President Sawada stated that what lies behind us and what lies ahead of us are little matters compared with what is in us.

#### Business Session

Opening the business session Tuesday afternoon, Jack Aichele, reporting for the board of directors, stated that telegrams had been sent to the Virginia and Texas meetings saying that the Southern Nurserymen's Association hoped that meeting dates of the associations would not conflict in the future.

Upon the recommendation of the board of directors a motion was passed to contribute \$500 to the Liberty Hyde Bailey Memorial Fund so that the association would become a founding member.

The membership report showed that 26 new members had been added to the association during the past year, bringing the active membership to 290 and the total membership to 322.

Reporting for the legislative committee, Arthur Watson, Monticello Nursery Co., Monticello, Fla., stated that it is essential to keep nursery stock classified as an agricultural commodity or it will be subject to taxation. In some states there has been a move to tax stock in the fields and specifically to tax canned stock. He referred to the Guthrie-Barton case, in Alabama, which was argued successfully to classify nursery stock as an agricultural crop. In Dade county of the state of Florida, he said, tax assessors had taxed canned nursery stock at the rate of  $\frac{1}{4}$  cent per can regardless of size. In his county, said Mr. Watson, he had helped defeat such a move.

The education committee report, delivered by Norwood Hastie, Mag-

## POT-GROWN LINERS ALL 2 $\frac{1}{2}$ -IN. DEEP ROSE POTS

	Each	Each
	Per 100	Per 1000
<i>Arborvitae excelsa</i>	\$0.18	\$0.15
6 to 8 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Euonymus patens</i> , small-leaved	.15	.12
4 to 6 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Euonymus patens</i> , large-leaved	.15	.12
8 to 10 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Ilex opaca</i> , seedlings	.20	.18
6 to 8 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Ilex crenata bullata</i>	.18	.15
4 to 6 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Juniperus Irish fastigiata</i>	.18	.15
6 to 8 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Juniperus Andorra</i>	.15	.12
4 to 6 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Juniperus Pfitzer</i>	.20	.18
6 to 8 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Juniperus Blue Pfitzer</i>	.20	.18
6 to 8 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Juniperus hetzii</i>	.18	.15
6 to 8 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Juniperus excelsa stricta</i>	.18	.15
4 to 6 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Magnolia grandiflora</i>	.18	.15
8 to 10 ins., 2 $\frac{1}{2}$ -in. pots		
<i>Pyracantha laalandi</i>	.20	.18
6 to 8 ins., 2 $\frac{1}{2}$ -in. pots		

We also offer a special on *Euonymus patens*, large-leaved, heavy rooted cuttings.  
8 to 10 ins., 4c.

NOTE: All terms are CASH with order, plus free packing. The potted liners are packed in individual plastic bags and shipped in specially designed cardboard cartons.



**PEACE & SON NURSERY**  
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SILOAM SPRINGS, ARK.

nolia Gardens & Nurseries, Charleston, S. C., showed that the committee has been trying to find out what research is being carried on in the various southern states. The findings, Mr. Hastie said, will be published. To the committee's dismay, he reported, it was found that one state knows little of the research being carried on by the other.

The balance on hand of the association remained the same as last year's, reported F. J. LeClair, Holly Ridge Nursery, Chapel Hill, N. C., chairman of the auditing committee.

A motion was passed that the host state for the Southern Nurserymen's

Association annual convention be limited in the amount it spends for the opening nurserymen's night party to \$500.

#### Winter Trade Meet Dates

A considerable discussion ensued on changing the dates of the winter trade meet of the association. There were some advocates for combining the annual meeting and the trade meet of the association, although a nurseryman pointed out that southern nurserymen do more business in the fall and there is a need for a summer meeting. The dates of December 2 to 4 were announced as

## NORTHERN-GROWN STOCK

Shipment Sept. 15 to Nov. 1

### 3-yr. SEEDLINGS

	Per 100	Per 1000
Colorado Blue Spruce	\$5.00	\$45.00
4 to 10 ins.	4.50	35.00
4 to 6 ins.	4.50	35.00
Black Hills Spruce	5.00	40.00
6 to 8 ins.	4.50	35.00
4 to 6 ins.	4.50	35.00
Norway Spruce	4.50	40.00
8 to 10 ins.	4.00	35.00
4 to 8 ins.	4.00	35.00
Mugho Pine (Dwarf Tyrolean Sheared)	6.00	50.00
4 to 5 ins.	6.00	50.00
Scotch Pine, Riga	4.00	35.00
8 to 10 ins.	3.50	30.00
Austrian Pine	5.00	45.00
8 to 12 ins.	4.50	35.00
Ponderosa Pine	3.50	30.00
8 to 12 ins.	3.50	30.00
Snowy Mountain Douglas Fir	5.00	45.00
6 to 8 ins.	4.50	40.00
American Arborvitae	4.50	35.00
4 to 8 ins.	4.50	35.00

### 4-yr. TRANSPLANTS

Norway Spruce	12 to 15 ins.	\$18.00	\$150.00
Black Hills Spruce	10 to 12 ins.	15.00	120.00
6 to 8 ins.	10.00	80.00	
Scotch Pine, Riga	6 to 8 ins.	15.00	130.00
White Spruce	6 to 8 ins.	12.00	100.00
Colorado Blue Spruce	6 to 8 ins.	15.00	120.00
4 to 6 ins.	12.00	100.00	
Balsam Fir	12 to 15 ins.	18.00	150.00
10 to 12 ins.	20.00	150.00	
6 to 8 ins.	15.00	120.00	
American Arborvitae	12 to 15 ins.	18.00	150.00
8 to 12 ins.	15.00	120.00	
Snowy Mountain Douglas Fir	6 to 10 ins.	18.00	150.00
Ostrich Plume Ferns	8.00		

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BLACKDUCK, MINN.



AARS winners and  
100 other popular  
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Beautiful shade, produc-  
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### ORNAMENTALS

**CHASE NURSERY CO.**

CHASE, ALA.

available for the winter trade meet in Atlanta, Ga., but a northern Alabama nurseryman thought this too early for the area. A motion was finally passed to refer the matter of combining the two meetings into one to a committee to be appointed by the president. The dates for the winter trade meet at Atlanta, Ga., had previously been announced as February 3 to 5, 1957.

### Services to States

Bringing greetings from the Florida Nurserymen and Growers Association, Senator Edwin G. Fraser, president of that group, spoke on "The Services Which the Southern Nurserymen's Association Can Render to the Various State Associations," in an address Tuesday afternoon, August 21. He believes the Southern association should be the parent of the state associations. It has been dormant and should cultivate its talents. The secretary's office should keep abreast of research work at state universities and get this information back to the state associations. The Southern association could keep up with the latest information on farm implements, sprayers and other equipment; distribute publicity to newspapers; maintain a personnel file on horticultural labor in the south; exchange credit information; maintain a record of plant materials available; keep track of itinerant peddlers, and pass on information on bulletins and legislation in the south to the state organizations.

Senator Fraser informed the attending nurserymen that several cities in Florida have passed ordinances in Florida prohibiting the use of parathion. He added that there is a possibility that the Audubon Society might get behind the movement because of the damage to birds and wildlife.

### Highway Planting

Delivering the "Latest Word on Highway Planting," Curtis Porterfield, secretary of the American Association of Nurserymen, Washington, D. C., said that highway engineers are not primarily interested in aesthetics, so the 10 functional uses of highway plantings were devised. He showed a booklet produced by the A. A. N. entitled, "Deadly Motoring or Planted Safety," saying that 19,000 had been distributed so far and more are being printed. Mr. Porterfield urged each state association to appoint a highway committee to work with other highway committees of interested groups.

The A. A. N. secretary touched

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New 95' x 160' cold  
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on the association's group insurance plan, the fair trade practice rules and the market development and publicity committee's work. A new film is to be considered, he related, on replanting or relandscaping to supplement the "Landscape for Living" film which has been well received. He urged A. A. N. members to read the material published by the association, for it is being released for the members' own good.

#### A. A. N. Group Meeting

John Fraser III, Huntsville Wholesale Nursery, Huntsville, Ala., reported at a breakfast meeting of A. A. N. members that this was his last term as A. A. N. director from region II, since the term will expire next July. He believes the members of the region should be thinking of a replacement. Several past presidents of the A. A. N. spoke on the subject, and the name of A. E. "Ollie" Gresham was suggested as a candidate for the office.

#### Entertainment

As usual, entertainment excelled at the Southern Nurserymen's Association meeting. Tennessee nurserymen's night provided liquid refreshment and a lavish offering of hors d'oeuvres Sunday evening, August 19.

The tour to the Hermitage, the home of Andrew Jackson, and a bus ride through the outskirts of Nashville to view selected landscaped homes were enjoyed despite a rainy afternoon. Of interest was a visit to the Parthenon in Centennial park where a barbecue was enjoyed at a nearby enclosure.

That evening a Yellow Dog initiation was held in the Commodore room of the Hotel Andrew Jackson, presided over by John Fraser, Jr., Huntsville Wholesale Nursery, Huntsville, Ala., who was assisted by Henry Homer Chase, Chase Nursery Co., Chase, Ala.

Tuesday morning, August 21, many nurserymen visited Jones Ornamental Nursery as well as Tritschler's Greenhouses, which has added approximately 80 acres in which stock has been lined out and some lath area in which container stock is being grown.

Rounding out the convention activities was a hospitality hour Tuesday evening in the Commodore room followed by the banquet in the ballroom of the Hotel Andrew Jackson. Jack Aichele presided at the after-dinner ceremonies. He recognized a long list of past presidents of the Southern association as well as

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1, 2 and 3 years old.

All sizes.

## SUPER RED DOGWOOD

12 to 18 ins.	3 to 4 ft.
18 to 24 ins.	4 to 5 ft.
24 to 30 ins.	5 to 6 ft.
30 to 36 ins.	

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4 to 5 ft.	6 to 7 ft.
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## BROAD-LEAVED EVERGREENS

## SHADE TREES

## FRUIT TREES

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Nursery Co.  
ESTABLISHED 1900

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### Heavy Shrubs

### Juniper Grafts

### Lining-Out Stock

### Specimen Evergreens

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### CHINESE CHESTNUT TREES

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1-gal., 12 to 15 ins., 65¢—5-gal., 18 to 24 ins., \$2.00

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Chapel 73237  
73229

## SHADE AND NUT TREES

	Each	Per 10
Beech, American,		
2 to 2½-in. cal., B&B.	\$32.50	\$300.00
2½ to 3-in. cal., B&B.	40.00	375.00
Birch, European White,		
6 to 8 ft.	2.00	17.50
6 to 8 ft.	2.75	25.00
8 to 10 ft.	3.75	35.00
10 to 12 ft.	4.75	45.00
Birch, Cut-leaved Weeping,		
8 to 10 ft.	4.25	40.00
10 to 12 ft.	5.50	52.50
Cherry, Flowering Kwanzan,		
6 to 7 ft.	4.50	42.50
Elm, American,	5 to 6 ft.	1.75
6 to 8 ft.	2.25	20.00
8 to 10 ft.	3.00	27.50
1½ to 2½-in. cal.	4.00	37.50
1½ to 2-in. cal.	5.75	50.00
Elm, Chinese,	5 to 6 ft.	1.25
6 to 8 ft.	1.75	15.00
8 to 10 ft.	2.25	20.00
1½ to 1½-in. cal.	3.50	32.50
1½ to 2-in. cal.	4.50	42.50
2 to 2½-in. cal.	7.50	65.00
Hawthorn, Washington,	5 to 6 ft. NB.	3.75
Hawthorn, Paul's Scarlet,	5 to 6 ft. NB.	4.25
Linden, American,		
6 to 8 ft.	2.50	22.50
8 to 10 ft.	3.25	30.00
10 to 12 ft.	4.50	42.50
2 to 2½-in. cal.	7.50	72.50
Louisa, Honey, Thornless,		
6 to 8 ft.	2.50	22.50
8 to 10 ft.	3.25	30.00
Maple, Norway,	8 to 10 ft.	4.25
1½ to 1½-in. cal.	6.00	57.50
Maple, Schwedler's,		
6 to 8 ft.	4.00	37.50
8 to 10 ft.	4.75	45.00
1½ to 1½-in. cal.	6.50	62.50
Maple, Silver,	8 to 10 ft.	2.75
1½ to 1½-in. cal.	3.75	35.00
1½ to 2-in. cal.	6.00	51.00
2 to 2½-in. cal.	8.00	70.00
Poplar, Lombardy,		
5 to 6 ft.	5.00	
6 to 8 ft.	6.50	
8 to 10 ft.	8.50	

NOTE: Send us your want list for quotations on larger quantities and other varieties of shade trees.

### NUT TREES

	Per 10	Per 100
Chinese Chestnut,	\$ 6.50	\$ 55.00
2 to 3 ft., T.	9.00	80.00
3 to 4 ft., T.	14.00	130.00
4 to 5 ft., T.	20.00	185.00
Filbert, American,	5.00	45.00
2 to 3 ft.	7.50	70.00
3 to 4 ft.	9.00	85.00

WAYNESBORO NURSERIES

WAYNESBORO, VA.

several past presidents of the A. A. N. An enjoyable evening of entertainment followed with Dave Overton, local TV celebrity, acting as master of ceremonies and Jerry Knowles and his orchestra providing music. Prominent persons in the Southern organization were called upon to perform humorous stunts which the audience thoroughly enjoyed. Dancing followed for the remainder of the evening.

## WISCONSIN LANDSCAPE MEN

The Master Landscape Gardeners' Association of Milwaukee held its fifth annual summer demonstration meeting at Whitnall park, Milwaukee, Wis., on August 22. Trucks, tractors, sprayers, sod cutters, seed spreaders, watering systems, and a variety of other equipment were seen in actual use.

The group has found such practical demonstrations popular with its members and with nurserymen throughout the state, many of whom came from long distances to attend this year's session. Viewing a piece of equipment in operation gives a far more accurate picture of its performance than can be obtained through movies or salesroom showings.

As in other years, the Milwaukee county park commission had turned over a large area in an undeveloped section of Whitnall park, with its permission to do any tree digging, moving, plowing, sod cutting or cultivating the demonstrations required. Because of difficulties with the public address system, the time allotted to each exhibitor was cut down to 10 minutes, but exhibitors were on hand all during the day to answer questions and give additional brief demonstrations in their own exhibits.

Refreshments during the day and a noontime buffet lunch were provided for the landscape men and their families through the courtesy of the exhibitors. An attendance prize was provided by the McKay Nursery Co.

Committee members who arranged the affair were Alex Klokner, Don Groth and Fred Niebler.

D. A. K.

JIM LEFTWICH last month began calling on the trade in west Texas and Oklahoma for the Verhalen Nursery Co., Scottsville, Tex. Relatively new to the nursery business, he is experienced in selling and hopes to give added service to the firm's customers in the area. Married, he resides in Dallas.

## HEAVY, POTTED TAXUS LINERS

From 3-in. pots; potted spring of 1955. Carried under lath with overhead irrigation. Per 100

Taxus cuspidata	
6 to 10 ins.	\$35.00
Taxus hicksii	
6 to 10 ins.	37.50
Taxus media	
6 to 10 ins.	37.50

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and other choice evergreens

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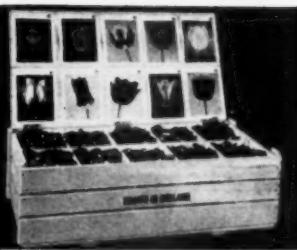


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BULB DEPARTMENT—  
in a single DISPLAY CASE**



A strongly "Made in Holland" attractive wooden display case, the top lid opens up as an eye catching panel picturing the Tulips in natural colors. The case is divided in 10 bins, each bin is filled in Holland with specially selected bulbs, for size, quality and appearance.

Bulbs displayed in this manner sell on sight.

Tulip Display Case "A"  
includes  
**1250 EXHIBITION  
SIZE BULBS  
125 each, of 10  
fast selling  
Tulip varieties**  
FOB Port of Entry

**COMPLETE  
\$52.50**

Additional Display Cases of Dutch Hyacinths, Daffodils, Crocus, etc., and combinations are also offered.

**VISU PAKS** We offer a large assortment of the top selling Tulips, Hyacinths, Daffodils, etc., packaged in clear polyethylene bags with color illustrations. Write for special "complete display" offer.

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Trimmed  
Seedlings — Transplants

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278 W. 10th St. HOLLAND, MICH.

# Nebraska Group Tours Nurseries

By James B. Elliot, Sec'y.

The Nebraska Association of Nurserymen held its annual summer meeting August 27, with 110 persons in attendance, including guests from Iowa, Wyoming, South Dakota, Missouri and Kansas. Hosts were Plumfield Nurseries, Fremont, and Marshall Nurseries, Arlington, Neb.

The group assembled at Plumfield Nurseries for the morning's activities, which included tours of the fields and storage facilities. There was considerable interest in Plumfield's canned evergreen program, the size and construction of lath houses and the amount of material that each would accommodate. Nurserymen also inspected the new 26x180-foot addition to the main storage and the newly enlarged and remodeled packing and grading room.

Nursery stock looked good even though that part of Nebraska had experienced much hot, dry weather during the past two years.

At noon, a delicious chicken dinner served family style was awaiting the nurserymen at the new City Auditorium in Arlington. Arrangements were made by past president of the American Association of Nurserymen, Vernon Marshall, vice-president of Marshall Nurseries.

A tour of Marshall's nurseries followed. Many favorable comments were made about the fine quality of nursery stock in the fields and lath houses.

A spray demonstration was conducted in a block of 5 to 7-foot shade trees. The spraying was done by means of a 6-row spray attachment on a high-clearance tractor. This could be elevated by means of a hydraulic mechanism for proper coverage of spray material. All rows had 40-inch spacing which would enable sprayers to use standard farm equipment. This method of spraying has proved quite successful. It not only is a labor saver but also makes it possible to spray many acres a day, which would reduce insect damage should an outbreak occur. In this

GET RID OF UGLY  
**CRAB GRASS**  
and

**FERTILIZE YOUR  
LAWN**

IMPROVED  
WITH  
AR-76 AND  
CHLORDANE  
FEEDS & IMPROVES LAWN GRASSES

APPLY

**PAX<sup>(R)</sup>**

**CRABGRASS and  
SOIL PEST CONTROL**

(A Dormant Seed Killer)

**Apply**  
FALL  
OR EARLY  
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PROVED 85 to 100% EFFECTIVE  
IN KILLING CRAB GRASS SEEDS

**1. APPLY FALL OR EARLY SPRING:**

The seed-killing ingredients are highly insoluble and remain on the surface to kill seeds that ripen and fall after application in addition to those on the ground at time of application.

**2. DOES NOT INJURE BLUEGRASS:**

PAX fertilizes and beautifies bluegrass, dichondra and other desirable turf plants. Also conditions the soil with Perlite.

**3. ONLY ONE APPLICATION NEEDED:**

Protects against reinfestation for a year or longer.

**4. EASE OF APPLICATION:**

PAX is as easy to apply as any commercial fertilizer.

**5. CONTROLS MOST COMMON SOIL PESTS:**

PAX kills lawn moth larvae, grubs, night crawlers, earwigs, ants and cutworms.

**6. APPLY ONLY TO ESTABLISHED LAWNS.**

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**FREE! MAIL THIS  
COUPON NOW  
FOR THE FACTS ABOUT  
CRAB GRASS CONTROL**

KELLY-WESTERN SEED DIV.  
Dept. AD, Box 2310  
SALT LAKE CITY 10, UTAH

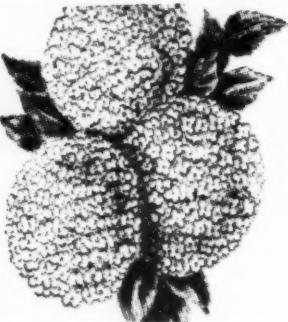
Please send me your FREE leaflet  
"Get Rid of Ugly Crab Grass."

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CITY.....STATE.....

Tops For  
Spring Fragrance  
**VIBURNUM  
CARLESI**



This hardy, spring-flowering shrub is interesting the year around. Pompon flowers in clusters are light pink and deliciously fragrant. Gray-green foliage turns brilliant red in fall. Bare root: 2 to 3 ft., \$1.25; 1½ to 2 ft., \$1.10; 1 to 1½ ft., 85c. Most plants with flower buds. Save 10% on orders for 250 or more, assorted sizes.



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Illustrated catalogs available on request—Ornamentals, Bush, Climbing and Tree Roses.

## TREE PEONIES

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**SPECIAL OFFER**—9 to 11-year-old seedlings (heavy, 2 to 3-ft. plants) from our own selected stock, loaded with buds. Sell them now as bare-root plants or plant them in 5-gal. containers to sell in bloom next spring!

\$3.50 to \$5.00 value for only **\$2.50** each.

50 or more plants, **\$1.95** each.

(F.O.B. Hayward)

**TREE PEONY SEEDS** (freshly harvested from our extensive collection of Japanese varieties)—1 lb., **\$6.00**

**TOICHI DOMOTO NURSERY**  
26591 Western Rd. HAYWARD, CALIF.  
Telephone: LUcerne 2-9550

demonstration, aldrin was being used at 50 pounds of pressure for control of grasshoppers.

Refreshments were always available throughout the day. Many of those attending had the opportunity to renew old acquaintances and exchange ideas pertaining to their respective businesses. It appeared that everyone enjoyed the informal atmosphere and will be looking forward to being together again next year.

Don Gudmundson, vice-president of the Nebraska association, announced that the winter meeting will be held December 10 and 11 at the Cornhusker hotel, Lincoln. Details of the program have not been completed.

### INLAND EMPIRE CHAPTER

Before the July meeting and dinner of the Inland Empire chapter of the California Association of Nurserymen at Chino, members of the chapter were welcomed by Bob Boddy, owner and manager of Descanso Distributors, Inc., Chino. The firm was host to the group at a pleasant social hour, and tours around the extensive nursery were made by about 60 members and friends of the chapter.

After dinner, President Jack Story presided over a short business meeting. Afterward, members and guests enjoyed a color film on rose growing furnished by Mount Arbor Nurseries.

New officers were elected at the August meeting, held at Harold's Charcoal Broiler, Fontana. Chapter members elected for the coming year are: President, Maurice Peairs, Claremont Nursery; vice-president, Bob Lindquist, Hemet Wholesale Nursery; secretary-treasurer, Floyd Chambers, Kramer Bros. Nurseries, and directors: Reid Anderson, Garden Center, Riverside; Clark Thomas, Thomas Camellias, San Dimas, and Jim Hunt, Flowerland Nursery, San Bernardino.

May and Alvin Richards, Richards Nursery, Pomona, showed the group outstanding color slides made from pictures taken on their extensive tour of the southern states.

D. C.

### WALNUT HUSK FLY

The California department of agriculture has established a quarantine, effective September 21, to prevent further spread of the walnut husk fly in California. The counties of Imperial, Los Angeles, Orange, Riverside, San Diego, Ventura and portions of Kern, San Bernardino

and Sonoma will be brought under quarantine regulations by the action.

This quarantine followed the trapping of a lone walnut husk fly, *Rhagoletis completa*, near Calistoga in Napa county. Interception of the pest specimen in Napa county represents an extension of an infestation known to be established in Sonoma valley. The Sonoma-Calistoga infestation is the only one known to exist in California north of the Tehachapi mountains. The walnut husk fly has existed in southern California since 1926.

Walnuts and butternuts in the hull (husk) or the nuts with hulls adhering to the shell may be moved across established quarantine lines when fumigated or otherwise treated by methods approved by the director of agriculture.

Containers that have been previously used to handle or transport nuts with hulls may be moved from the infested areas when certified as treated. Movements from the quarantined areas of equipment, appliances or things which have been used in harvesting, hulling, dehydrating, shelling, transporting and storing of nuts with hulls are permitted when certified as having been treated.

No restrictions are placed on movement of the commodities within the quarantine lines. G. K. A.

#### WASHINGTON CONVENTION

[Continued from page 17]

W. S. N. A. from Takeshi Kubota, Kubota Gardens, Seattle, president of Associated Landscape Designers and Contractors, Seattle. Mr. Kubota reported he was informed that due to the passage of the housing act of 1956, F. H. A. title 1 insurance on landscaping, deleted in 1954, had been restored. Credit was given to the senior senator of the state of Washington, Warren G. Magnuson; Senator J. W. Fulbright, chairman of the currency and banking committee of the United States Senate, and Senator John Sparkman, of the subcommittee on housing of the Senate, for their fine cooperation in restoring the F. H. A. title 1 insurance on landscaping with many additional benefits to the nursery and landscape industry.

The letter also expressed thanks for assistance of Willard Steward in promoting the housing project on a national level. Mr. Kubota asked W. S. N. A. support on the local level in an act licensing landscape architects and contractors in the state of Washington.

Mr. Kubota's letter stated that his



**It's plain to see,  
You will agree,  
His sorrowful look  
Discloses.**

**He's not a cad,  
The lad's just sad—  
He forgot to order  
"Tops in Roses"!**

**If You Forgot, There Is  
Still Time If You Act Today**

**WEEKS WHOLESALE ROSE GROWER**  
O. L. WEEKS 926 W. ELY ONTARIO, CALIF.

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WONDER COLLECTION: One hundred, all different.

\$5.00 per 100, \$45.00 per 1000.

CANADIAN SPECIAL: More durable kinds, 20 varieties.

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SUPER SELECTION: Largest from the shipping flats.

\$10.00 per 100, \$90.00 per 1000.

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FOR 63 YEARS**

**THE MOST FAMOUS NAME  
FOR PANSY SEED**

ORIGINATORS OF THE MASTODON® PANSY

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5050 S. E. STARK ST.

Avery H. Steinmetz

Paul E. Van Allen

PORTLAND 15, OREGON

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Nursery stock in this area is making a fine growth.

## Quality Stock

CONIFERS AND BROAD-LEAVED EVERGREENS  
SHADE AND FLOWERING TREES  
FRUIT TREE SEEDLINGS  
FRUIT TREES  
DECIDUOUS SHRUBS  
VINES AND BULBS  
PORTLAND ROSES  
NURSERY SUPPLIES

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We pay shipping costs on lining-out stock to all points in the United States, Canada and Alaska. No packing charge is made on either lining-out or balled stock.

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79th Year

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For Fall, 1956 — Spring, 1957

Flowering, Ornamental Shade  
Trees, Evergreens and Shrubs

#### Fruit Tree Seedlings

Apple, Pear, Mahaleb, Mazzard  
and Myrobalan.

#### Specialties

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Crimson Beauty Flowering Quince  
(Our own introduction)

Combination carlots for eastern distributing points during shipping season.

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For Garden and Greenhouse

Our 1956 catalog lists the most comprehensive collection of northwest-grown species and hybrids available. Hardy Cyclamen a specialty. Copy on request.

EDGAR L. KLINE  
LAKE GROVE, ORE.

## ROSES OLD and NEW

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Also offering 150,000 extra-heavy, uniform, 3-year roses, in both patented and nonpatented varieties (at slightly higher prices).

Send for  
1956-57 wholesale list.

MT. HOOD NURSERY  
Rt. 2, Box 96  
GRESHAM, ORE.

## A. MCGILL & SON FAIRVIEW, ORE.

*Wholesale only*

FRUIT TREE SEEDLINGS  
FLOWERING ORNAMENTAL TREES  
SHADE TREES

Constant Vigilance Results  
in Quality Stock

Combination carloads to eastern distributing points.

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Frank C. Donovan  
130 E. 233rd St.  
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#### RHODODENDRON LINERS

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organization's legislative committee has begun work on a bill which it is hoped will be introduced in the next legislature, which convenes next year. The group's legislative committee will be working with a similar committee of the Washington Society of Landscape Architects, and as soon as the first draft of the bill is completed, a copy will be forwarded to the W. S. N. A. legislative committee for study and suggestions.

Attention of W. S. N. A. members was also called by Mr. Kubota to the fact that nursery stock is being sold at a discount to persons who do not hold a nurserymen's license. Nurserymen were asked to cooperate with the department of agriculture in ascertaining whether or not the purchaser has a nursery dealers' license before allowing him a discount.

On completion of Mr. Walter's report, the assembly moved to instruct the secretary to write Mr. Kubota to the effect that the W. S. N. A. will support the two landscape groups in their endeavors and that the W. S. N. A. board will appoint a committee to act as coordinator between the associations, but not to act legislatively for the W. S. N. A., only to report to it.

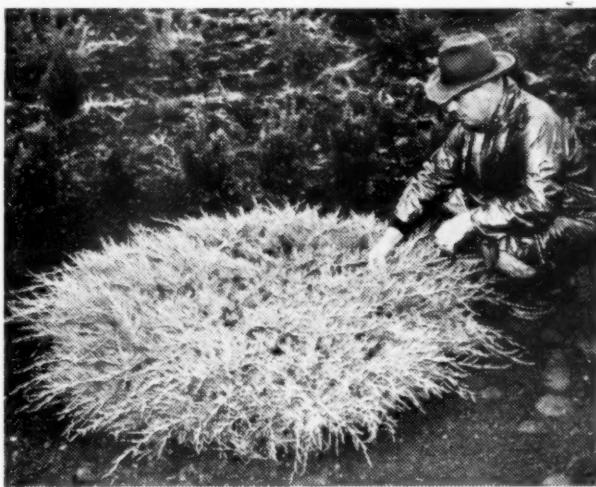
Dirk Oosterwyk reported on membership. At the January meeting there were 175 members. In the months since, membership has been increased by 25. Two members passed away and two resigned, leaving a total of 196 members of W. S. N. A.

After a short coffee break, Royce O. Cornelius, assistant managing forester, Weyerhaeuser Timber Co., Tacoma, and forest disease subcommittee chairman, northwest forest pest action committee, told the assembly of the new danger which faces both foresters and nurserymen of the Pacific northwest. The problem is a mutual one which must be solved by coordinated action by both industries.

#### Fungous Disease Threat

The threat is a fungous disease which was first found in a hedge in the Coos Bay region two years ago and which has now spread out for 70 miles. It has appeared in other more limited areas. Known as Port Orford cedar root rot and cinnamon root rot (*Phytophthora* spp.), the disease seems to follow streams and roads, probably being carried in the latter case by road-grading equipment.

Since it was first noticed the disease has spread so rapidly that the Weyerhaeuser firm is no longer planting Port Orford cedar in southern



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12 to 15 ins. ....	1.50	

15 to 18 ins., B&B .....	Each	2.50
18 to 24 ins., B&B .....		3.00
24 to 30 ins., B&B .....		3.50
<b>Pfitzer Juniper</b>		
Plants from 3-in. pots, 6 to 9 ins. ....		.25



Oregon, its natural range. The disease has been noted and cleaned up in 30 Oregon nurseries, but is still present in eight or nine more nurseries which are vigorously cooperating to fight it.

Phytophthora affects 28 chamaecyparis; 12 broad-leaved types, including rhododendrons and azaleas, and 46 other nursery shrubs. Phytophthora is pathogenic on Douglas fir and appears to mutate readily.

Both forms of the fungus invade small feeder roots, then travel up the cambium. The tree or shrub fades, as though a bad job had been done in transplanting it.

There are several approaches to combating the problem. What is already being done is to clear stock from infected nurseries and to try to avoid bringing in infection. The Oregon State Nurserymen's Association; federal, state and county agents and inspectors; the Weyerhaeuser Timber Co.; the forestry service, and other interested groups are engaged in research programs. The Weyerhaeuser organization alone has 15 men, plus a newly acquired plant pathologist, engaged in this work.

There is need for a similar survey and research program in Wash-

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ton, although to date there are only three nurseries known to be infected. One of these is in the Everett area, and two are in the Long Beach area. All are only slightly infected and their owners, who are alerted to the danger, are fighting the disease.

What must be done is to have helpful publicity to educate growers and homeowners and yet avoid damaging trade through developing the public's fear. The problem must be approached cooperatively. Legislation is not the answer. The program should be a voluntary one.

George W. Eade, chief nursery inspector, state of Washington, reported that he had just returned from a conference with Dr. Huber, of Oregon State College, Corvallis. The research program in Oregon has given a good guide for Washington procedure. The state department of agriculture will undertake a survey of all nurseries in the state. Dr. Charles Gould, of the western Washington experiment station at the State College of Washington, Pullman, has done constructive initial work in a survey of this fungous damage.

## Winter Damage Panel

The panel on winter damage followed Mr. Eade's report. John Snyder, Wenatchee, reviewed the damage in the area from Ephrata to the Canadian border. In this area the greatest concern is with the fruit trees, which suffered extensive damage last fall when the trees were ready for harvest. Budded fruit trees were seriously hurt. Damage is still being found in these and other deciduous trees. Evergreens seem to have come through fairly well. Cotoneaster and pyracantha, while apparently frozen to the ground, are coming back. Stock cut back and left in the field made good growth. A good deal of damaged stock can be shaped and grown for sale. Claims for damages were filed by several nurseries, but only one nursery qualified for a small business loan. There will be a short crop this year.

Mr. Snyder called the attention of the assembly to the predictions issued by the Washington growers' clearing house for another freeze about November 21 or 22, with a month of subnormal temperatures to follow. Mr. Snyder stated that his firm will try to harden off stock and get tender stuff off the field earlier than in the past.

R. W. Moller, manager of the State Flower Nursery, Bothell, expressed surprise at the good recovery made by crops. Some plants

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will be salable this fall. He feels that the problem facing nurserymen in the Puget Sound area will be a narrowed selection of varieties. At that, though sizes will be smaller, there is good color selection. His firm did not do much pruning, through accident of timing and belief that stock was lost. Unpruned plants came through better than pruned plants. This was just the reverse of the experience in the 1950 freeze. As for any summation of lessons learned—there is none. If another freeze does not come, according to Mr. Moller, there will be no need to worry. If a freeze does develop, judgment as to pruning will be followed. Nurserymen in the area are tending to choose good hardy varieties and forget about the tender kinds. Most field stock is growing strongly and appears to be in good condition. The past summer was an excellent one for plants.

Harley Mays, Vancouver, reported on freeze losses in the southwest area of Washington, in the Vancouver district. Nurserymen there lost most of their Chamaecyparis obtusa, but other conifers have come through. Plants not taken out look as though they might be salable in another year or two. About half of the andromedas survived, but plants will require considerable shaping. Mr. Mays feels that this is the time to grow some large specimen plants.

President Larry Krause, in assuming the chair after the winter damage reports had been made, stated that tops of trees in the Spokane area which had leaved out earlier in the summer are now drying up. It will be several years, he feels, before full assessment of the recent damage can be made.

In the discussion which followed, general experience expressed was that while everyone had heavy losses in stock, spring and summer sales of surviving stock plus that of imported stock had given nurserymen the greatest money return in a number of years.

Mr. Krause gave Melvin Surface, Gresham, Ore., president of the Oregon State Nurserymen's Association, opportunity to talk about the O. S. N. A. meeting scheduled at Gearhart September 10 to 12 and to urge as large an attendance as possible by the Washington members.

Mr. Krause endorsed this idea and called attention to the fact that 25 Oregon nurserymen were in attendance at the current meeting. There was some talk from the floor about holding a joint Oregon and Wash-

[Continued on page 81]

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Pfitzer Juniper, 1-yr.	.16
Pfitzer Juniper, 2-yr.	.18
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Hetz glauca Juniper, 1-yr.	6 to 10 ins.
Greek Juniper, 1-yr.	8 to 12 ins.
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1000 Pfitzer Juniper, 18 to 24 ins.	2.35
800 Pfitzer Juniper, 24 to 30 ins.	2.75
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75 Pfitzer Juniper, 3 to 3½ ft.	4.00
150 Keteleer Juniper, sheared, compact, 4 to 4½ ft.	6.25
150 Keteleer Juniper, 4½ to 5 ft.	7.00
50 Keteleer Juniper, 5 to 6 ft.	7.50
25 Keteleer Juniper, 6 to 7 ft.	8.50
100 Pyramid Arborvitae, 4 to 4½ ft.	4.00
100 Pyramid Arborvitae, 4½ to 5 ft.	4.50
100 Green and golden Plum Cypress, 18 to 24 ins.	1.75
100 Green and golden Plum Cypress, 24 to 30 ins.	2.25
75 Green and golden Plum Cypress, 4 to 5 ft.	3.75
400 Taxus hicksii, 18 to 24 ins.	4.00
400 Taxus hicksii, 24 to 30 ins.	4.75
250 Taxus hicksii, 30 to 36 ins.	5.50
25 Taxus hicksii, 36 to 42 ins.	6.50

Liberal discounts on truckload lots of the above Evergreens. Can deliver in 100-mile radius of Wheeling at trucking cost. Write, phone, or better still—visit our nursery.

JOHN DIECKMANN &amp; SONS

Elm Grove, Wheeling, W. Va.

WRITE FOR COMPLETE LIST.

PAINT CREEK NURSERIES

R. D. 1 Shippensburg, Pa.

## EVERGREENS

100 1000

Scotch Pine, 2-yr., 4 to 8 ins. \$4.00 \$25.00

(Best we have ever offered.

Quantity discounts.)

Scotch Pine, 3-yr., 8 to 14 ins. 5.00 25.00

Color Blue Spruce, 4-yr.,

6 to 12 ins. 8.00 50.00

Juniperus glauca hetzii, 2-yr.,

6 to 12 ins. 25.00 ...

Spreading Yew, 3-yr.,

4 to 8 ins. 36.00 ...

Write for complete list.

PAINT CREEK NURSERIES

R. D. 1 Shippensburg, Pa.

## EVERGREENS

100 1000

Scotch Pine, 2-yr., 4 to 8 ins. \$3.50 \$20.00

Scotch Pine, 3-yr., 6 to 12 ins. 7.00 35.00

Scotch Pine, 2-1, 5 to 9 ins. 7.00 40.00

Red Pine, 2-yr., 2 to 4 ins. 3.50 20.00

Red Pine, 3-yr., 6 to 14 ins. 6.00 30.00

Austrian Pine, 3-yr., 6 to 15 ins. 3.50 20.00

Austrian Pine, 3-yr., 6 to 12 ins. 6.00 30.00

Norway Spruce, 3-yr., 8 to 14 ins. 3.50 20.00

Norway Spruce, 3-yr., 6 to 14 ins. 7.50 40.00

American Arborvitae stocky well-branched trees, 3-yr., 4 to 9 ins. 6.00 30.00

CHAPMAN NURSERY

553 Church St. Indiana, Pa.

## B &amp; B STOCK IN VIRGIN TOP SOIL

Globe Arborvitae, 15 to 18 ins. \$2.00

American Arborvitae, 3 to 4½ ft. 3.00

Pyramidal Arborvitae, 3½ to 4 ft. 3.00

Globe Arborvitae, 18 to 24 ins. 2.25

Pfitzer Juniper, 18 to 24 ins. 2.00

Armstrong Pfitzer, 18 to 24 ins. 2.75

Compact Pfitzer, 18 to 24 ins. 2.50

Hetz Glauca Juniper, 18 to 24 ins. 2.25

Taxus andersonii, 18 to 24 ins. 4.00

Choice shrubs (B&amp;B) 1.75

Quality stock well trimmed and carefully

grown. Write for complete list.

HILL PARK NURSERY, Center Point, Ind.

## PIERIS JAPONICA

(Andromeda) Fall, 1956

100 1000

2-yr., peat bed, 4 to 6 ins. TT. \$30 \$250

2-yr., peat bed, 8 to 4 ins. TT. 15 150

(These plants are well branched with 2 to 5 leaders.)

1-yr., branched, T. 10 90

1-yr., seedlings 8 75

ECKHART NURSERIES

16 Toppa Blvd. Newport, R. I.

## GRADED SEEDLINGS AND TRANSPLANTS

2-yr. SEEDLINGS 100 1000

Riga Blue Pine, 4 to 8 ins. \$5.00 \$25.00

Blue Douglas Fir, 3 to 6 ins. 5.00 25.00

Green Douglas Fir, 3 to 6 ins. 5.00 25.00

4-YR. TRANSPLANTS

Colo. Blue Spruce, 6 to 10 ins. 20.00

Mugho Pine (Tyrolean), 4 to 8 ins. 15.00

Cash with order, please. Packing free.

F.O.B. ANGOLA.

ARTHUR CASH NURSERY

Lake Shore Rd. Angola, N. Y.

## TAXUS CUSPIDATA CAPITATA

For fall or spring. 2-yr. seedlings, grown from Jap. seeds; very fine root system.

\$4.00 per 100, \$75.00 per 1000.

10,000, \$65.00 per 1000.

Also 1-yr. bedded cuttings in leading varieties of Taxus. Write for list.

NURSERY SALES, INC.

P. O. Box 295 Ridgewood, N. J.

Postpaid. Cash, please.

C. WILSON'S NURSERY, PEMBINE, WIS.

## STOCKY, BRANCHED LINERS

Trimmed, root-pruned and banded, from outside beds, spring 1956. 200 at 1000 rate.

100 1000

600 Taxus capitata, leaders, 6 to 12 ins. \$0.37½ \$0.35

300 Taxus cuspt., spreading, 4 to 8 ins. 30 .27½

300 Taxus cuspt., nana, 4 to 8 ins. 30 .27½

400 Taxus hicksii, 4 to 8 ins. 30 .27½

400 Taxus Hill's dwarf, pyramidal, 4 to 8 ins. 30 .27½

200 Taxus intermedia, spreading, 4 to 8 ins. 30 .27½

100 Taxus Vermulenii, 4 to 8 ins. 30 .27½

7000 Taxus capิตata seedlings, 4-yr., twice transplanted; grown 2 years in field. Heavy.

Sheared this summer. 8 to 12 ins. 57½ .55

BITTERY'S NURSERY

Benton, Columbia County, Pa.

## EVERGREENS, CONTAINER-GROWN

1 qt. cans

8 to 15 ins., 3-yr. Each 100 1000

Andorra Juniper Irrigated

Each, 100 1000

Pfitzer Juniper, 3-yr., 7 to 9 ins., heavy.

Irrigated

Each, 100 1000

Pfitzer Juniper, 2-yr., 6 to 8 ins. .14 .12

Pfitzer Juniper (glauca), 2-yr., 6 to 8 ins. .14 .12

Andorra Juniper, 1-yr., 7 to 8 ins.. .08 .07

\*Above excess stock from our propagation.

Priced for quick sale. Cash, please.

ERNEST MILLER NURSERY

16453 State Rd. North Royalton, O.

## PINE, SPRUCE SEEDLINGS

AND LINERS 100 1000

Scotch Pine, 2-yr., 4 to 8 ins. \$3.50 \$20.00

(Best we have ever offered.

Quantity discounts.)

Scotch Pine, 3-yr., 8 to 14 ins. 5.00 25.00

Color Blue Spruce, 4-yr.,

6 to 12 ins. 8.00 50.00

Juniperus glauca hetzii, 2-yr.,

6 to 12 ins. 25.00 ...

Spreading Yew, 3-yr.,

4 to 8 ins. 36.00 ...

Write for complete list.

PAINT CREEK NURSERIES

R. D. 1 Shippensburg, Pa.

## EVERGREENS

100 1000

Hemlock, 18 ins. to 6 ft.

Balsam Fir, 2 to 4 ft.

Scotch Pine, 2 to 5 ft.

Austrian Pine, 2 to 4 ft.

White Pine, 2 to 5 ft.

Black Hills Spruce, 18 ins. to 3 ft.

Write for complete list.

SUNNYBROOK NURSERIES

R. D. 2 Callicoon, N. Y.

## COLO. PONDEROSA PINE

100 1000

Transplanted, 2-2 ½ to 14 ins. \$10.00 \$80.00

3-yr. seedlings, 6 to 10 ins. 7.50 55.00

2-yr. seedlings, 3 to 6 ins. 6.00 40.00

WESTERN EVERGREENS

Route 1 Golden, Colo.

## NANDINA PLANTS

3 to 4 ins. high, bed-grown, \$30.00 per 1000.

500 at 1000 rate. Cash.

KRONE'S FLOWER SHOP &amp; NURSERY

4221 Grand Ave. Fort Smith, Ark.

## PIERIS JAPONICA

Out of 2-in. pots, \$17.50 per 100, \$150.00

per 1000. F.O.B. Elizabeth, N. J.

DELAWARE VALLEY NURSERY

948 N. Broad St. Elizabeth, N. J.

## 2000 LIGUSTRUM LUCIDUM

Green, bushy, 18 to 30 ins. \$1.40 each. you

dig; 30c extra. B&amp;B.

SNOW'S NURSERY

Phone 2-6951 Charlottesville, Va.

## SHEARED HEMLOCKS

Wholesale or retail quantities. Sizes 2 to 6 ft.; 90 per cent are specimen quality.

NURSERY-GROWN Mountain Laurel, up to 3 ft.; Yews, hybrid Rhododendrons, Juniperus betzii and many other items of interest to landscapers. Carload quantities if desired.

Send a card or telephone for road construction is in progress and the detours are annoying.

HIGHLAND GARDENS, R. 3, Franklin, Pa.

Phone Oil City 5-7882

## AUSTRIAN PINE

130 2 to 4 ft., \$1.50.

Root pruned, transplanted.

Buyer digs.

Phone Lu 7-2737

## LONG'S EVERGREEN NURSERY,

Hill Ave, near King Rd.

Holland, O.

## B&amp;B EVERGREENS, CERTIFIED

Nursery-grown transplants.

Specimens, hedges, windbreaks, screenings.

Carefully dug.

Red Pine, Scotch Pine,

Norway Spruce, White Spruce.

All sizes.

Visit or write for prices and discounts.

## HARVARD TREE FARM

Pleasant St. Athol, Mass.

Fine, strong rooted cuttings, \$8.00 per 100,

\$75.00 per 1000. Pfitzer's Juniper, Globe Arborvitae, Taxus cuspidata, capitata and Hicksii; Ilex microphylla, Lalande's Firethorn, Pieris japonica, Leucothoe cataphala, Pieris glauca, 2-yr. transplants, 6 to 8 ins., 20;

8 to 10 ins., 25c; 10 to 15 ins., 35c. Peat ball, Pachysandra, rooted cuttings, \$4.00 per 100,

\$35.00 per 1000. Westwood Gardens,

104 Lane Ave., Caldwell, N. J.

## EVERGREEN LINERS

Junipers Per 100

1000 Pfitzer, 4-yr., XX, heavy, sheared, 12 to 15 ins. \$55.00

500 Pfitzer, 3-yr., XX, 9 to 12 ins. 40.00

1000 Von Ehron, XX, hvy., 12 to 15 ins. 55.00

Deduct 10 per cent for shipment this fall or cash with order.

## DAMASCUS O.

## FINE LINERS

Brand new catalog of ornamentals, Abelia to Viburnums, now ready. We are one of the oldest lining-out specialists in this country and are managed by 4th and 5th generation nurserymen. Our experience is your gain. Send for free copy today or visit us if you can.

JOHN VERMEULEN &amp; SON, INC.

Woodfern Rd. Neshanic Station, N. J.

## EVERGREENS

Hemlock, 18 ins. to 6 ft.

Balsam Fir, 2 to 4 ft.

Scotch Pine, 2 to 5 ft.

Austrian Pine, 2 to 4 ft.

White Pine, 2 to 5 ft.

Black Hills



**HONEYSUCKLES****HONEYSUCKLES**

Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants, \$3.40 per lead, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone: 500W5.

**ROBINSON NURSERY CO.**, Greenville, Ga.

**IRISES**

Choice Irises, last call! 10 Dykes medal winners, including Cherie, labeled, \$3.00. 20 varieties, 5 each, labeled, \$8.00 per 100. 50 varieties, unlabeled, \$8.00 per 100.

Cedar Nook Gardens, Olton, Tex.

**IVIES****BALTIC IVY**

Hardiest Ivy. Fine for wall or ground cover. True stock. Well-rooted plants. Delivery now or later. 25 per cent down to reserve. 2-in. pots, \$12.00 per 100, \$110.00 per 1000.

**STRATFORD GARDENS**

Russell Breeze, Mtd. Rt. 9 Delaware, O.

**BALTIC IVY (VERY HARDY)**

STRONG, WELL ROOTED 2 1/4-IN. PLANTS \$100.00 per 1000.

**IMMEDIATE DELIVERY.**

**FRED C. GLOECKNER & CO., INC.**, 15 East 26th St. New York 10, N. Y.

**ENGLISH IVY (HEDERA HELIX)**

8 to 12 ins., \$50.00 per 1000.

**BALTIC IVY**, \$50.00 per 1000.

(Outside mist-propagated.)

**IVYDALE NURSERY**

Upper River Road Gallipolis, O.

**LINING-OUT STOCK****FIELD-GROWN AND POTTED EVERGREEN LINERS 1 AND 2-YEAR**

Biota bakeri	
Biota bonita, upright	
Biota bonita, globe	
Biota blue spirre	Each, per
Biota Blue Cone	1900 rate
2 1/4-in. rose pots, 4 to 6 ins.	\$0.15
2 1/4-in. rose pots, 6 to 8 ins.	.17 1/2
Biota aurea nana conspicua, 2 1/4-in. rose pots	.22
Thuja woodwardii, globe; transplanted from 2 1/4-in. rose pots to field.	.17 1/2
<b>2-YEAR POTTED LINERS</b>	
Biota bonita, 2 1/4-in. rose pots	.22
Biota tibbsii, 2 1/4-in. rose pots	.22
Biota Blue Cone, 2 1/4-in. rose pots	.22
<b>POTTED JUNIPER LINERS</b>	
Juniperus burkii, 2 1/4-in. rose pots	.25
Juniperus keteleeri, in 2 1/4-in. rose pots	.25
<b>BROAD-LEAVED LINERS</b>	
Ilex cornuta burfordi, 2 1/4-in. rose pots	.18
Ilex cornuta rotundifolia, 2 1/4-in. rose pots	.15
Ilex crenata rotundifolia, 2-yr. well-branched, in 2 1/4-in. rose pots	.18
Ilex opaca East Palatka, in 2 1/4-in. rose pots; 8 to 10 ins.	.12
10 to 12 ins.	.15
12 to 15 ins.	.20
Ligustrum lucidum compactum, in 2 1/4-in. rose pots; 6 to 8 ins.	.10
8 to 10 ins.	.12
Ligustrum lucidum compactum, field-grown; 10 to 12 ins.	.10
Japanese Privet, 2-yr., field-grown, \$50.00 per 1000.	
<b>FIELD-GROWN JUNIPERS, liners and 2-yr.</b>	
Andorra Juniper, 1-yr., field-grown	
8 to 10 ins.	.08
10 to 12 ins.	.12
Ashford Juniper, 1-yr., field-grown	
6 to 8 ins.	.08
8 to 10 ins.	.10
10 to 12 ins.	.12
Ashford Juniper, 2-yr., field-grown	
10 to 12 ins.	.14
12 to 15 ins.	.16
Canadian golden depressa Juniper, 1-yr., field-grown; 6 to 8 ins.	.15
Canadian golden depressa Juniper, 2-yr., field-grown; 6 to 8 ins.	.17
8 to 10 ins.	.20
Compact Pfister Juniper, 1-yr., field-grown; 6 to 8 ins.	.12
8 to 10 ins.	.16
Compact English Juniper, 1-yr., field-grown; 8 to 10 ins.	.08
10 to 12 ins.	.12
Compact English Juniper, 2-yr., field-grown; 10 to 12 ins.	.14
12 to 15 ins.	.16
18 to 20 ins.	.18
Greek Juniper, 1-yr., field-grown	
6 to 8 ins.	.10
8 to 10 ins.	.12
Greek Juniper, 10 to 12 ins.	.15
Hetz glauca Juniper, 1-yr., field-grown	
6 to 8 ins.	.10
8 to 10 ins.	.12
10 to 12 ins.	.15
Irish fastigiata Juniper, 1-yr., field-grown; 6 to 8 ins.	.08
8 to 10 ins.	.10
10 to 12 ins.	.12

(Continued in next column)

(Continued from previous column)

Irish fastigiata Juniper, 2-yr., field-grown; 12 to 15 ins.	.15
15 to 18 ins.	.18
Kiyono Juniper, 1-yr., field-grown	.10
8 to 12 ins.	.15
Kiyono Juniper, 1-yr., field-grown	.15
15 to 18 ins.	.08
Polish Juniper, 1-yr., field-grown	.10
6 to 8 ins.	.12
8 to 10 ins.	.10
Polish Juniper, 2-yr., field-grown	.10
8 to 10 ins.	.12
Pfister Juniper, 1-yr., field-grown	.12
6 to 8 ins.	.14
8 to 10 ins.	.16
10 to 12 ins.	.18
Swedish Juniper, 1-yr., field-grown	.10
8 to 10 ins.	.15
Swedish Juniper, 2-yr., field-grown	.10
10 to 12 ins.	.15
12 to 15 ins.	.18
Savin Juniper, 1-yr., field-grown	.08
6 to 8 ins.	.10
Savin Juniper, 2-yr., field-grown	.10
10 to 12 ins.	.12 1/2
12 to 15 ins.	.15
Von Ehron Juniper, 1-yr., field-grown	.10
6 to 8 ins.	.10
8 to 10 ins.	.12 1/2
10 to 12 ins.	.15
Von Ehron Juniper, 2-yr., field-grown	.17
10 to 12 ins.	.20

Due to our long growing season, our first shipping date will be after November 1, 1956.

Terms: 2 per cent discount for cash with order. Free packing. Add 2¢ for each plant on orders of less than 250. C.O.D. orders must be accompanied by 25 per cent of the purchase amount. A deposit of 25 per cent will hold orders for winter and spring delivery. Priced F.O.B. nursery. Phone Elmwood 6-5221, Columbus, Miss.

Samples will be mailed on request at 15¢ each.

**WYMAN NURSERY**

Route 2 Caledonia, Miss.  
8 miles north of Columbus, 1 mile east of highway 45.

**1-YEAR BEDDED STOCK**

Ilex aquifolium, male ..... \$30.00

Ilex aquifolium, female ..... 30.00

Ilex hetzii ..... 15.00

**2-YEAR BEDDED STOCK**

Azalea mollis ..... 20.00

Ilex heterophylla ..... 20.00

Ilex rotundifolia ..... 20.00

Pyracantha laevis ..... 20.00

Rhododendron hybr. S. ..... 25.00

Taxus andersoni ..... 15.00

Taxus brownii ..... 15.00

Taxus hicksii ..... 15.00

Taxus nigra ..... 35.00

Juniperus burkii ..... 25.00

**3-YEAR BEDDED STOCK**

Azalea mollis ..... 35.00

Azalea ponticum ..... 35.00

Juniperus hetzii ..... 25.00

Taxus cuspidata, tr. br. ..... 25.00

Viburnum lantana, tr. br. ..... 15.00

Acer palm. purp. 1-YR. SEED ..... 10.00

Tree Peony 2-YR. SEED ..... 60.00

MAHLSTEDT BROS.  
5323-5351 Wilson Mills Rd.  
Cleveland 24, O.

**FINER LINERS**

Brand new catalog of ornamentals. Abellas to Viburnums, now ready. We are one of the oldest lining-out specialists in this country and are managed by 4th and 5th generation nurserymen. Our experience is your gain. Send for free copy today or visit us if you can.

**JOHN VERMEULEN & SON, INC.**

Woodfern Rd. Neshanic Station, N. J.

**For \$3.50**

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

**AT 35c PER LINE**

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the October 1 issue to reach us by September 14.

Forms for October 15 issue will close Friday, September 28.

**AMERICAN NURSERYMAN**

343 S. Dearborn St. CHICAGO 4, ILL.

**LINING-OUT STOCK  
IMMEDIATE DELIVERY**

Abelia grandiflora, 1-yr., T. ....	\$16.50
Arborvitae boothii, 6 to 8 ins. X.....	23.50
Arb. douglasii aurea, 8 to 10 ins. X.....	28.50
Arborvitae, nigra, 6 to 8 ins. X.....	23.50
Berberis julianae, 6 to 8 ins. X.....	24.00
Berberis julianae, 8 to 10 ins. X.....	32.50
Concolor Fir, 4 to 6 ins. X.....	17.50
6 to 8 ins. X.....	22.50
Heather (purple), 2-yr. T. ....	23.50
Ilex convexa bullata, 8 to 10 ins. X.....	22.50
Ilex microphylla, 6 to 8 ins. X.....	22.50
Ilex rotundifolia, 6 to 8 ins. X.....	27.50
Ilex rotundifolia, 8 to 10 ins. X.....	27.50
Leucothoe cataphala, 2-yr. T. ....	28.50
Licium (upright), 8 to 10 ins. X.....	25.00
Osmanthus aquifolium, 8 to 10 ins. X.....	25.00
Retinospora Goldust, 14 to 16 ins. X.....	28.50
Retinospora juniperoides, 6 to 8 ins. X.....	23.50
Retinospora lutescens, 8 to 10 ins. X.....	23.50
10 to 12 ins. X.....	27.50
Retinospora obtusa cripssii, 6 to 8 ins. X.....	22.50
Taxus cuspidata, 6 to 8 ins. X.....	23.50
Taxus Jeffrey's, 6 to 8 ins. X.....	23.50
Taxus laevigata, 6 to 8 ins. X.....	23.50
Taxus mairei, 6 to 8 ins. X.....	23.50
Taxus Halliana, 6 to 8 ins. X.....	23.50
8 to 10 ins. X.....	28.50

Write for complete fall list.  
**ESHAM'S NURSERIES, MILLSBORO, DEL.**

**EVERGREENS**

Blue Hettia Juniper, 6 to 8 ins.	\$0.07
bare-root .....	
Pfitzer Juniper, 6 to 8-in. bands. ....	14 1/2
Spreading Jap. Yew, 6 to 8-in. bands. ....	20
Andorra Juniper, 6 to 8-in., bare-root .....	.65
Von Ehron Juniper, 6 to 10-in., bare-root .....	
bare-root .....	.06

**DECIDUOUS BARE-ROOT**

Blue Spruce (Caryopteris), 8 to 12 ins. .... 03 1/2

Buddleia, best blue, 6 to 10 ins. .... .06

Buddleia, best red, 6 to 10 ins. .... .06

Buddleia Snowbank, 6 to 10 ins. .... .06

Chinese Beauty-Berry (Callicarpa dichotoma), 6 to 10 ins. .... 03 1/2

Chinese Privet, 6 to 10 ins. .... 03 1/2

Regels' Privet, 6 to 10 ins. .... 03 1/2

Forsythia Lynwood Gold, 6 to 10 ins. .... .04

Forsythia Spring Glory, 6 to 10 ins. .... .04

Forsythia Arnold's Giant (new dwarf), 4 to 6 ins. .... .10

Weigela Eva Radcliffe, 4 to 6 ins. .... .06

**BROADLEAVES**

Euonymus coloratus, 8 to 10 ins. .... .03 1/2

Euonymus pectinatum, small, large or medium leaf, 6 to 10 ins. .... .04

Texas (purple-leaf) Honeysuckle vine, 6 to 8 ins. .... .05

Variegated leaf Honeysuckle vine, 4 to 6 ins. .... .06

Less than 300 total order, add 2¢ per plant.

**MCINNICH GREENHOUSES**

St. Joseph, Mo.

**LINING-OUT STOCK**

Taxus capitata, 1-yr. S. .... \$ 5.00 \$40.00

transplants, 1-yr. S. .... 6.00 50.00

2-yr. S. .... 10.00 90.00

Pot-grown grafts, shipping now. Per 100

Acer polymorphum atropurpureum .... \$75.00

Betula laciñata (Cutleaf Birch) .... 60.00

Carpinus betulus fastigiata .... 60.00

Cornus florida rubra Prosser .... 65.00

Cornus florida weitchi var. .... 65.00

Hamamelis mollis .... 60.00

Pinus cembroides .... 60.00

Retinospora obtusa gracilis .... 60.00

Viburnum carlesii .... 60.00

Viburnum judi .... 60.00

Viburnum burkwoodii .... 60.00

Special prices on large quantities.

**VERKADE'S NURSERIES, Wayne, N. J.**

**LINING-OUT STOCK**

Each, 100 1000

Ilex convexa, 6 to 8 ins. .... \$30.00 \$2.25

Ilex hetzii, 8 to 12 ins. .... 40 .35

Ilex rotundifolia, 6 to 8 ins. .... 30 .25

Ilex rotundifolia, 8 to 12 ins. .... 40 .35

Grown 2 years in beds, planted 8 ins. apart. These grafted trees make ideal plants for gallon cans and direct sales.

Pieris japonica, 6 to 9 ins. .... \$10.30 \$2.25

**GERALD K. KLYN, INC., MENTOR, O.**

Wholesale Rose Growers and Nurserymen

**LINING-OUT STOCK**

Taxus fastigiata, upright ..... \$20.00

Taxus cuspidata, spreading ..... 16.00

From 2 1/2-in. rose pots. Will average 6 ins. high.

**HILLCREST GREENHOUSES**, Franklin, Pa.

**LINING-OUT STOCK**

Per 1000

Rhus cotinus, 12 to 18 ins. .... \$150.00

**THE SHENANDOAH NURSERIES**

Shenandoah, Ia.





**WANTED—Continued****WANTED**

6500 Juniperus virginiana,  
3 to 4-yr., from Platte River seed,  
either seedling or transplants.

**TURES BROS.**  
726 Howard Ave. Des Plaines, Ill.

**WANTED**

Hardwood cuttings of Taxus,  
Vermeulen, hatfield, kelseyi,  
brevifolia, intermedius and hicksii.  
Please state amount and prices  
for the 1000 rate.

**WOODFERN NURSERY**  
Woodfern Rd. Neshanic Station, N. J.

**WANTED**

**GINKO BILoba LANDSCAPE MATERIAL**  
2, 2½ and 3-in.  
Kindly include height and price  
in answering.  
**FOREST HILLS NURSERIES, INC.**  
1073 Reservoir Ave.  
Cranston 10, R. I.

## SUPPLIES and SERVICES

**BURLAP**

**NEW BURLAP**  
In bolts of 100 to 125 yards  
**HEAVYWEIGHT BURLAP**  
FOR PROTECTION

36 ins.	19½¢ per yard
40 ins.	20½¢ per yard
45 ins.	22½¢ per yard
48 ins.	24¢ per yard
54 ins.	26¢ per yard
60 ins.	28½¢ per yard
72 ins.	34½¢ per yard

**LIGHTWEIGHT, 57-IN. BURLAP EROSION CLOTH** for seeded lawns and slopes, 18½¢ per yard. All prices net F.O.B. New York.

Minimum order 1 bolt. Orders of 3 bolts or more freight prepaid.

**LEWIS INTERNATIONAL CO.**  
666 Clinton Ave., Newark 8, N. J.

**BURLAP SQUARES****ONCE USED, FULL SIZE**

24x24 ins. 8 oz.	\$42.50 per 1000
26x26 ins. 8 oz.	45.00 per 1000
28x28 ins. 8 oz.	58.00 per 1000
30x30 ins. 8 oz.	65.00 per 1000
32x32 ins. 8 oz.	70.00 per 1000
36x40 ins. 8 oz.	90.00 per 1000

**TREATED BURLAP SQUARES**

26x26 ins. 8 oz.	\$76.50 per 1000
28x28 ins. 8 oz.	90.00 per 1000
30x30 ins. 8 oz.	105.00 per 1000
32x32 ins. 8 oz.	110.00 per 1000

**F.O.B. NURSERY 1000 OR MORE**  
**PHILIP KRAVITZ BAG CO.**  
P. O. Box 763 Dayton, O.

**CHRISTMAS TREES****CHRISTMAS TREES**

Plantation-grown, sheared Scotch and Red Pine and Spruce. We are located near the Cleveland, Pittsburgh, Buffalo and Erie markets.

**ALBAUGH CHRISTMAS TREE FARMS**  
R. D. 1 Clarendon, Pa.  
Phone Warren, Pa. 1732

**CHRISTMAS TREES**  
Scotch Pine, 5 to 8 ft., select, pruned, plantation-grown trees from Western Michigan's Ottawa County. Will deliver in truck-trailer quantities within 400 mile radius. Write or phone.

**R. D. MILLER NURSERY**  
R. 4, Wood St. Lansing, Mich.

**FERTILIZERS**

**SOLUBLE FERTILIZERS**  
**PETERS SPECIAL**, 20-20-20, general purpose feed.

**PETERS SPECIAL**, 21-7-7, chelate iron, Azalea neutral.

**PETERS SPECIAL**, 21-7-7, chelate iron, Azalea acid.

\$6.50 per 15-lb. bag, \$22.00 per 100 lbs.

F.O.B. Allentown, Pa.

**ROBERT B. PETERS CO.**  
739 N. 7th St. Allentown, Pa.

Check Your Stock NOW!

If you have a surplus  
Sell it through the

American Nurseryman Classified Ads.

**FLATS****MINNESOTA WHITE CEDAR FLATS**

Order by No.	Wt.	Price
No. 1, 14x20x2 ½	.320	\$25.00
No. 2, 14x20x3 ½	.400	29.00
No. 3, 12x16x2 ½	.260	19.00
No. 4, 12x16x3 ½	.275	22.50
No. 5, 14x16x2 ½	.275	21.50
No. 6, 14x16x3 ½	.290	25.50
No. 7, 15x22 ½ x 2 ½	.380	28.50
No. 8, 15x22 ½ x 3 ½	.425	33.00
No. 9, 11 ½ x 22 ½ x 2 ½	.320	23.00
No. 10, 11 ½ x 22 ½ x 3 ½	.400	26.75
No. 11, 14x16x5	.450	30.00
No. 12, 5x11x5	.160	16.00
No. 13, 5x16x5	.215	18.00
Plant boxes, 6x8 ½ x 2 ½	.45	5.00

All other sizes quoted on request.

5 per cent discount on order of 1000 or more.

The above measurements are inside. Bottoms and sides of cedar flats are ¼-in. thick; ends are ⅜-in. Plant boxes are thinner. All material surfaced on one side.

Your name and address printed up to 3 lines in black ink, on one or both end pieces at the following rates: Set-up charge, \$1.00, plus ¼¢ per piece for the first 1000 ends, ½¢ per end thereafter. Shipped knocked-down in units of 25.

All shipments by truck unless otherwise ordered. F.O.B. Cook, Minn. Attach check. H. C. HILL & SONS, Cook, Minn.

**PRESERVATIVE TREATED FLATS**

Made from a good grade of southern Pine, dipped in "Rot Not" wood preserver for longer life.

Standard specifications inside measurements.

16x12x2 ½ ... \$21.16 20 x 14x3 ½ ... \$32.25

16x12x3 ½ ... 28.10 22 ½ x 15x2 ½ ... 31.65

20x14x2 ½ ... 26.63 24 ½ x 16x2 ½ ... 36.70

Plant boxes, 15x5x5, \$20.00. Sides and bottoms of masonite. All prices per 100. Other sizes quoted on request. Priced F.O.B. Birmingham, Ala. We are manufacturers, not jobbers. Our quality guaranteed. Prompt shipments on any quantity. Mixed shipments of flats, plant boxes and spray boards. Write for our price list on these items. Attach check.

HIGHTOWER BOX & TANK CO.

P. O. Box 1449 Birmingham, Ala.

**REDWOOD FLATS, K. D.**

Finest stock obtainable. Guaranteed all clear heart. Size 20x16x3 ins. inside measure.

\$38.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bdl.

50 pcs. to bundle, 6 ft., \$4.50 per bdl.

50 pcs. to bundle, 8 ft., \$5.50 per bdl.

Ship same day. Cash with order, please.

YOHO & HOOKER, Youngstown 2, O.

**LABELS****DAHLIA OR TREE LABELS**

Priced per 1000

Plain Painted

3 ½ x ¾ ins., notched (not wired) \$2.50 \$3.00

3 ½ x ¾ ins., wired (copper) ... 3.30 4.10

**POT LABELS**

4 ½ ins. (cartons 1000 each) ... 3.30 3.95

5 ½ ins. (cartons 1000 each) ... 3.60 4.30

6 ½ ins. (cartons 1000 each) ... 3.90 4.85

8 ½ ins. (cartons 500 each) ... 6.00 7.20

10 ½ ins. (cartons 500 each) ... 7.00 8.50

**GARDEN STAKES**

Price per carton

8 ½ ins. (cartons 250 each) ... 2.50 3.00

10 ½ ins. (cartons 250 each) ... 2.75 3.25

12 ½ ins. (cartons 100 each) ... 1.75 2.00

**EVERMARM PENCILS**

The original label marker. 1 doz. 7-in.

pencils per box, \$1.25.

Our labels are perfectly white and smooth on both sides and are pronounced by growers

the best and most economical.

"We ship the same day."

YOHO & HOOKER

Youngstown 2, O.

**ORCHID SUPPLIES**

OSMUNDIA, mixed, Bu., \$2.00. Prof. bag,

\$1.00. Standard bale, f.o.b. Houston, \$11.00;

2 for \$21.00. Standard bale, f.o.b. Florida,

\$8.00; 2 for \$15.00.

DETEX, a safe DDT spray. Qt., \$3.50; gal., \$11.00.

WALL TYPE POT HANGERS, hold up to

4-in. pots. Rust-resistant. Space savers.

Each, 25c; doz., \$2.75; 50, \$10.00; 100,

\$15.00. 50, \$30.00.

BACTO ORCHID AGAR (Difco). ¼ lb.,

\$3.85; 1 lb., \$14.00.

SHREDDED WAX PAPER, protect your

blooms and plants when packing and shipping. Lbs. 65c; 10 lbs., \$5.50.

PRICED F.O.B. Subject to change without notice.

WRIGHTWOOD FLORAL CO., INC.

2407 N. Main St. Houston 9, Tex.

**PEAT MOSS**

HOLLAND PEAT MOSS

"BRODALE" quality. Just arrived.

Standard burlapped bales,

\$3.65 each; 10, \$34.25.

Priced F.O.B. Houston.

WRIGHTWOOD FLORAL CO., INC.

2407 N. Main St. Houston 9, Tex.

**PLANT TIES****THE NEW FADE-PROOF QWIK-TIES**

Now made of colorfast plastic for the florist trade.

Semi-invisible, economical, easy to use.

Packed in cartons of 10,000 Per carton

4-in. .... \$10.00

8-in. .... 18.00

12-in. .... 27.00

Postage paid when cash with order.

Carton lots only!

McHUTCHISON & CO.

695 Grand Ave. Ridgefield, N. J.

Phone Whitney 3-2230

**PLANT TUBS****UTILITY PLANT TUBS**

Made from New England White Pine

F.O.B. F.O.B.

STAINED GREEN New Hampshire Chicago

Top dia. Depth Per 100 Per 100

7-in. 7-in. .... \$8.75 9.00

8-in. 8-in. .... 8.50 9.00

8 ½ -in. 8 ½ -in. .... 8.50 9.00

9-in. 9-in. .... 8.75 9.00

9 ½ -in. 9 ½ -in. .... 9.00 9.50

10-in. 10-in. .... 9.50 10.00

11-in. 11-in. .... 9.50 10.50

12-in. 12-in. .... 10.25 12.50

12 ½ -in. 12 ½ -in. .... 12.50 14.00

13-in. 13-in. .... 16.00 18.00

14-in. 14-in. .... 16.50 18.00

14 ½ -in. 14 ½ -in. .... 19.00 21.00

ABOVE PRICES APPLY ALSO ON QUANTITIES LESS THAN 100. MINIMUM ORDER, 5 TUBS OF ONE SIZE.

ALEC HENDERSON, INC.

1305 W. Randolph St. Chicago 7, Ill.

Phone Monroe 6-3082

**PLASTIC FILM****POLYETHYLENE FILM**

2 mil. in 200 ft. rolls, 36 ins. wide, \$6.18;

3 mil. wide, \$9.25; 108 ins. wide, \$18.45;

4 mil. in 100 ft. rolls, 36 ins. wide, \$6.67;

64 ins. wide, \$15.12; 126 ins. wide, \$21.37.

F.O.B. Cincinnati, O.

ROUGH BROS.

4227 Spring Grove Ave. Cincinnati 23, O.

**SPHAGNUM MOSS**

1956 CROP NO. 1 SPHAGNUM MOSS

Large burlap bales, long fibered, clean, firmly packed; Bale, \$1.25. Quality prices.

JOSEPH JAMROS, CITY POINT, WIS.

Long-fiber sphagnum moss, also ground moss. Price us on truckloads delivered.

Warren Moss Co., Warrens, Wis.

Fresh, clean sphagnum moss, write for our low prices.

Pure Sphagnum Moss Co., City Point, Wis.

**STAKES**

BAMBOO STAKES, DOMESTIC

DIRECT FROM THE PRODUCER

PENCIL THICKNESS Per 1000

1 ½ ft. green ..... \$3.60

ft. green ..... 4.80

3 ft. green ..... 7.20

MEDIUM HEAVY, ¾ to 1 ½ -in. 500 1000

1 ½ ft. green or natural ..... \$2.85 \$5.70

2 ft. green or natural ..... 3.80 7.60

2 ½ ft. green or natural ..... 4.75 9.50

3 ft. green or natural ..... 5.70 11.40

3 ½ ft. green or natural ..... 6.65 13.30

4 ft. green or natural ..... 7.60 15.00

5 ft. green or natural ..... 9.50 18.00

6 ft. green or natural ..... 11.40 22.80

7 ft. green or natural ..... 13.30 26.60

HEAVY

Per 1000

¾ -in. ¾ -in. ¾ -in. ¾ -in. ¾ -in. ¾ -in. ¾ -in.

4 ft. green or natural ..... \$2.88 \$3.44 \$4.24

5 ft. green or natural ..... 3.60 4.30 5.30

6 ft. green or natural ..... 4.32 5.16 6.36

7 ft. green or natural ..... 5.04 6.02 7.42

8 ft. green or natural ..... 5.76 6.88 8.48

9 ft. green or natural ..... 7.74 9.54

10 ft. green or natural ..... 10.60

12 ft. green or natural ..... 12.72

Approx. average thickness at bottom end.

A.C. PATTERSON, CENTER TOWN, KY.

**BAMBOO CANE STAKES**

Dyed green, pencil thickness.

Packed 2000 per bale.

Per 1000 Per bale

1 ½ ft. ..... \$3.50 \$6.00

2 ft. ..... 4.50 8.00

3 ft. ..... 5.50 10.00

3 ½ ft. ..... 6.50 12.00

## NBS

**NURSERY BAMBOO STAKES**  
These imported stakes are specially selected for nursery use. All are bottom or butt cuts for minimum taper, cut closely to a joint to reduce splitting. These are the finest quality available.

Per bale

4 ft., $\frac{1}{2}$ to $\frac{3}{4}$ -in. dia.	600 per bale	\$22.50
5 ft., $\frac{1}{2}$ to $\frac{3}{4}$ -in. dia.	250 per bale	17.50
6 ft., $\frac{1}{2}$ to $\frac{3}{4}$ -in. dia.	200 per bale	17.50
7 ft., $\frac{1}{2}$ to $\frac{3}{4}$ -in. dia.	150 per bale	19.00
8 ft., $\frac{1}{2}$ to $\frac{3}{4}$ -in. dia.	100 per bale	16.00

Less these generous quantity discounts:  
5 bales up, 10 per cent; 10 bales up,  
less 15 per cent; 20 bales up, less 20 per  
cent. Bale lots only.

F.O.B. New York. Immediate shipment.  
Pencil thick bamboo stakes also available.  
Write for prices.

**MCHUTCHISON & CO.**  
695 Grand Ave. Ridgefield, N. J.  
Phone Whiting 3-2230

## CYPRESS PLANT STAKES

50 Pieces to Bundle

1x1-in.—3 ft., pointed	\$3.00 per bundle
1x1-in.—4 ft., pointed	3.50 per bundle
1x1-in.—5 ft., pointed	4.50 per bundle
1x1-in.—6 ft., pointed	5.50 per bundle
1x1-in.—7 ft., pointed	7.00 per bundle

These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

**WE SHIP SAME DAY!**  
**YOHO & HOOKER**  
Youngstown, O.

**STAKES, GALVANIZED HARD STEEL**  
FOR GREENHOUSES AND NURSERIES.  
BENCH WIRE, galvanized.

**STAKE FASTENERS**  
Prices and samples sent on request.  
SCHUPP SUPPLY CO., WILMETTE, ILL.

**Top-Quality**

Dutch and Domestic

**BURLAP SQUARES**  
**TWINES**

Jute—Sisal—Binder Twine

Write for our low prices and samples.

**HALPERN BROS.**  
272 S. 2nd St., PHILADELPHIA 6, PA.

**You Save Money**BY BUYING DIRECT  
FROM

**Jahscott's**  
OWENSBORO, KY.

We Ship Immediately  
- Maybe Sooner!**RAFFIA**

Headquarters for

**A. A. WESTCOAST** and  
**X. X. SUPERIOR RAFFIA**

Can make immediate shipment

ALSO GOODRICH BUDDING STRIPS

**THOMAS MEEHAN & SONS**

482 W. Germantown Pike  
PLYMOUTH MEETING, PA.**Pronouncing Dictionary**

of Plant Names and Botanical Terms

54 pages, 3000 names, **25¢ per copy**

AMERICAN NURSERYMAN

348 S. Dearborn St. Chicago 4, Ill.

**WASHINGTON CONVENTION**

(Continued from page 73)

ton meeting. No action was taken. A request for a show of hands of nurserymen from other states or places showed two persons present from British Columbia.

Luncheon in the adjoining room followed, with C. H. Talbot, producing director of Empire Films Corp., Spokane, making the address. Mr. Talbot urged nurserymen to use advertising and promotional techniques designed for mass consumer trade. He called attention to statistics concerning the 60 per cent middle-income bracket population whose families have increased by 30 per cent and who are building homes at a faster rate than ever before in history. Mr. Talbot warned nurserymen that they are ignoring the most powerful of mediums in not using moving pictures for their message.

After tracing the history of moving pictures from ancient pictorial symbols to today's 3-dimensional pictures, Mr. Talbot pointed out the numerous places a short trade movie could be used with great effectiveness and in illustration presented a movie called, "Let's Make a Movie," which indicated the necessary steps in film production for trade promotion.

**A. A. N. Session**

The afternoon A. A. N. session was called to order by Harold Hopkins, president of A. A. N. chapter 28. A full report on the A. A. N. convention train tour was made by John Snyder. It was decided by the assembly that the surplus fund collected for entertaining the national A. A. N. delegates on this occasion be earmarked for delegates sent to future meetings.

The secretary, Lenora Walters, was instructed to write a letter to the Olympic hotel, Seattle, recent headquarters for the national A. A. N. visitors, asking that the manager be reprimanded for his rudeness when a room was requested for a delegate taken ill after quarters at the Olympic hotel had been given up.

Winsor H. Bond, Yakima, and Stanley Walters, Puyallup, were appointed on a committee to provide trees for highways.

Stanley Walters reported on membership in the past year. Two new applications are being processed. Not enough Washington nurserymen are taking advantage of A. A. N. membership, he said.

Harold Hopkins, Hopkins Nurs-

**USE these products—  
SELL them in your  
GARDEN STORE**

**ActivO**Puts LIFE  
in your soil!

Energizes, extends and conserves vitality of organic matter, contains enzymes, hormones and vitamins in a rich humus base. Just mix with fertilizer, mulches, potting soil, compost, etc. Money back if claims not substantiated! Retail sizes at \$1.50, \$2.50, \$5.00, \$11.25, \$15.00 and \$29.50. Good trial size is the \$5.95 (postpaid) which energizes up to 6500 lbs. of fertilizers, mulch, soil, etc.

**Hormex**Easy - to - use  
LIQUID

For ROOTING cuttings and bulbs. Now you can root your cuttings by merely soaking hundreds at a time for a few moments in Hormex solution before inserting in medium for propagation. Hormex is good before or after inserting cuttings. Liquid is cheaper, faster, easier than powder. Hormex is also widely used for spraying—to stop blossoms or drop flowers and blossoms into more fruit and seed.

Economy size, \$2.49, prepaid. makes 8 to 100-gallon solution. Money-back guarantee.

**GROW-POWER for****ROSES**

Ultra-rich compost base; fortified with organic foods and stimulants roses like. Long-lasting results. No leach loss. Neutral pH. Energized with ActivO. In 5-lb. bags, packed 12 to bale, for retail at \$1. In 50-lb. plain bags for your own use. 2 for \$5.49; 6 or more, \$1.80 each; 25 or more, \$1.35 each.

**GROW-POWER Planter Mix**

As near perfect a planting aid as man can devise. Difficult to write about without superlatives. MORE—much more than a potting soil. Use straight or dilute up to 400 parts for cutting. ACTIVO a fertilizer yet rich and complete enough to feed, energize and condition soils for permanent results. In  $2\frac{1}{2}$ -lb. colorful, re-usable polythene bags, 24 to the carton, for \$1. retail. Bulk available for your own packaging.

**COMPOST GROW-POWER brand**

If this is not the richest and most complete commercial compost you ever used, your money will be refunded. In 10-lb., 50-lb. bags; bulk. Please send post card for prices.

**ATLAS**Fish  
Fertilizer

Size	No. per case	Weight per case	Retail per case	Wholesale per case
4 oz.	24	15 lbs.	\$ 0.39	\$ 5.62
Pint	12	25 lbs.	.99	7.80
Quart	6	45 lbs.	1.99	14.22
Gallon	4	45 lbs.	6.25	16.25
5 gal.	1	50 lbs.	25.95	16.80
30 gal.	1	230 lbs.	....	75.00

5% extra discount on 5 cases. Full freight allowed on 100 lbs.

**BENSON-MACLEAN**  
BRIDGETON 2, IND.

ery, Bothell, stated that Richard P. White, executive vice-president of the A. A. N., and Clyde Stocking, newly elected president, could not be present. Mr. Stocking had to go to Texas, and Mr. White had gone to Chicago to be with a brother who was ill.

Curtis H. Porterfield, A. A. N. secretary, attended in Mr. White's stead and was enthusiastically welcomed by chapter 28 members. Mr. Porterfield discussed the advantages

of trade association membership. He referred to the multimillion-dollar federal highway bill signed into law June 29. Nurserymen, Mr. Porterfield declared, must sell the country on the need for landscaping these highways. As a move toward this end the speaker described the A. A. N. booklet, "Deadly Motorizing or Planted Safety?"

Mr. Porterfield expressed surprise that the film, "Landscape for Living," had been shown only once at

Seattle, saying that it is a natural to show to garden clubs and other organizations. Another film is being made on the subject of relandscaping.

Members were urged by the speaker to get entries in the A. A. N. industrial landscape program and to try to sell more industrial landscaping. He pointed out that an industrial landscape job almost automatically sells employees of the firm on private landscape work.

L. H. McGuire, Tacoma, reported on the national convention held at Los Angeles, Calif., in July. He enthusiastically endorsed Mr. Porterfield's presentation of opportunities open to A. A. N. members and urged the group to make full use of them, offering his services whenever he could help.

#### College Courses Described

W. S. N. A. continued its meeting Saturday morning with Leland C. Strait, coordinator of short courses, Washington State College, the first speaker after Larry Krause, president, opened the session at 9 o'clock.

Mr. Strait stated that the State College of Washington has recognized the need for opportunity to study phases of agriculture in its adult education program. He outlined the new winter short course during January and February, 1957, and urged the nurserymen to take advantage of the courses offered.

Mr. Strait pointed out that there is five times as much money invested in farm equipment as in automobile equipment; that one farmer feeds 18 persons; that the cost squeeze makes it imperative for the modern farmer to spend all of his life learning to be more efficient. He referred to the fertilizer dealers' short course at Mount Vernon and the ground spray applicators' short course last spring at the University of Washington.

Larry Krause called for nominations from the floor for additional directors to replace Winsor Bond and Bryan Taylor and also to comply with new bylaw requirements for eight directors representing the eight geographical areas of the state, these to serve for one year during the initial formation of chapters and where no chapters can yet be formed.

After the nominating committee had made up the ballot and while votes were being counted, Mr. Krause introduced Paul Sinnott, assistant attorney general, chief council for the highway department, state of Washington, with offices at Olympia. Mr. Sinnott spoke in place of Don Eastvold, attorney general,

## WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.00 per inch, each insertion.

Liners: 35¢ line; minimum order \$3.50.

### HELP WANTED

#### EXPERIENCED LANDSCAPE CREW FOREMEN

Interest in doing high-quality landscape work for firm specializing in good design and unusual plant material important. Ability to handle plants according to best horticultural practices essential. Opportunity for advancement with growing business in metropolitan Wilmington. Apply in person, or by letter, to:

W. Earl Hamilton, Nursery Manager  
MILLCREEK NURSERY  
Rt. 3, Newark, Del.

### HELP WANTED

#### LANDSCAPE NURSERY SALESMAN

Leading landscape nursery and garden center in Manhattan, Kan., offers steady employment to an experienced landscape salesman. Must be progressive and capable of drawing plans, selling and supervising landscape jobs.

Applicant must furnish references, give age and qualifications for the job. Enclose picture with reply. Your inquiry will be kept strictly confidential.

Guy D. Mathews, owner  
MANHATTAN NURSERY  
R. 1  
Manhattan, Kan.

### HELP WANTED

We need a man qualified to design, draw plans and call on our customers. Salary good for suitable man. Located in Virginia.

We have a good sales area, excellent stock and a garden center. If interested, write giving training, experience, name of former employer as reference. Address replies to Box 319, care of American Nurseryman.

### HELP WANTED

General manager in charge of production for expanding southern nursery. Good facilities, pleasant working conditions. All replies kept strictly confidential. Our employees know of this ad. Write to Box 290, care of American Nurseryman.

### SITUATION WANTED

"Oh, I wish . . ." Famous words, aren't they? Are you wishing for a nursery-garden center manager having ability, integrity and 25 years' experience? I offer you all of these. Am a good merchandiser, and financially successful.

Address replies to Box 320, care of American Nurseryman.

**FOR SALE** — Used 30-lb. tins, \$50.00 per 1000 in carload lots. F.O.B. Beulah, Mich. Car average 5000-tin capacity. Cans cleaned before loading. For freight rates see your local agent. Lids available at \$15.00 per 1000. Samples on request. PET-RITZ FOODS, Beulah, Mich.

### FOR SALE

Small evergreen nursery, with a nice selection of ornamental evergreens, strawberries and raspberries. Located on Beasley Lake, one of the beautiful Chain of Lakes. Includes one modern cottage with basement and fireplace, packing house, overland dredge, tractor, all power tools and equipment. Good roadside market. Opportunity for young people. Age is reason for selling. Will also include one more modern cottage and owners' residence with purchase of nursery if wanted. Priced to sell. If interested write:

BEASLEY LAKE NURSERY  
AND COTTAGES  
Rt. 1, Waupaca, Wis.

### WANTED TO BUY

Modern garden center and nursery. Must gross \$50,000 or upward. Prefer northeastern area. Replies held in strictest confidence. Address replies to Box 291, care of American Nurseryman.

### FOR SALE

5,000 Spruce and Douglas Fir. All salable size on 5 acres. Adjoins mid-west city of 200,000. Nearly new ranch home. Fine opportunity; good place for retirement. Reply Box 321, care of American Nurseryman.

### FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.  
1080 Magnolia Ave. Elizabeth, N. J.

### FOR SALE

Fair Lake Nursery, consisting of 40 acres with 10 acres lined out in ornamentals. 30 rods of lake frontage. 15,000 hedged stock, mostly yews. Good opportunity for right person. Wholesale and retail trade.

HOWARD DUDLEY  
Rt. 2  
Delton, Mich.

### SITUATION WANTED

Thinking of a change? Tell potential employers about your abilities by using an ad in this department. The cost to reach the widest readership in the industry is only \$4.00 per inch.

because he had been working on the particular problem under discussion and because Mr. Eastvold was in the midst of a campaign for the governorship of the state.

#### Condemnation Case

Mr. Sinnett reviewed the condemnation case affecting C. Norb Balzer, Spokane nurseryman and fellow member of the W. S. N. A. and A. A. N. chapter 28. The Washington state department of highways had condemned a portion of Mr. Balzer's nursery some months before. As no evaluation of nursery stock had been established, the nursery stock was considered personal property, for which no compensation could be paid.

W. S. N. A. officers and advisers held two preliminary meetings with the highway men and submitted a formula to Mr. Eastvold. A final meeting was held July 19.

The association's recommendations were accepted on a trial basis. They are, in effect: An experienced and reliable nurseryman—or nurserymen—will be called as a fully recognized consultant in every condemnation action involving a nursery, and the schedule of nursery values as agreed upon by the association and the federal small business administration will be used as a basis for evaluating stock, as follows:

Wholesalers shall receive the current wholesale price, less 20 per cent; retailers shall receive the current wholesale price, plus 80 per cent; stock of growers who retail will be appraised on a sliding scale; specimen stock, etc., will be appraised at current values, and sprinkling and other essential nursery fixtures and added topsoil will be appraised at value.

Mr. Sinnett was frank to admit that until the meetings with nurserymen, the state attorney general's office did not realize the peculiar facets of the business. If nursery stock is personal property, the state cannot pay for balling or moving it. It also will carry a different tax schedule.

Mr. Sinnett expressed the desire of the board of eminent domain to be fair and introduced Donald M. Wilcox, an independent appraiser, of Bellevue, Wash., and J. Arnold Cobley, chief R/W agent, department of highways, Olympia, both of whom stated briefly that they wished to be of service to nurserymen in helping to develop a fair official state policy.

Mr. Balzer paid Richard P. White tribute for coming to his rescue and thanked his fellow nurserymen.

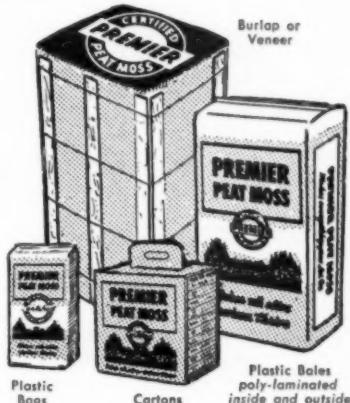
## They're profitable to USE! They're profitable to SELL!

### PREMIER PEAT MOSS

Nurseries get such good results with Premier Peat Moss that they buy more Premier than any other brand.

Premier is the outstanding material to use and sell for soil improvement . . . mulching . . . top-dressing . . . transplanting . . . seedbeds . . . lining out.

Premier's plastic bales are sensational sellers because they're rot-proof, moisture-proof — can even be stored outdoors! Display them now with Premier's plastic packages, cartons and bales—the best-selling assortment!



### Extra Fine SOIL X-PEDITER

Here's the sphagnum peat organic that is extra-fine in texture and quality — pure, non-gritty and so finely ground that it blends uniformly and fully with the soil.

Soil X-pediter stores more water, air and plant food — makes roots feed faster. Free-flowing — easy-spreading.

Display Soil X-pediter now — in colorful bags that are fast sellers at a high markup and established retail prices.



Cash in on Premier's outstanding quality and packaging — backed by superior resources and service. You can order any or all of these packages — Premier Peat Moss and Soil X-pediter — and get them all in the same shipment.

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At this point election of officers took place, with results as given earlier in this report.

John Snyder, newly elected president, took the chair. Expressions of mutual good will were exchanged between the new and outgoing presidents.

George Eade, horticultural inspector for the state of Washington, was then presented. Mr. Eade stated that he was happy that nurserymen could sit in on the revamping of the horticultural laws of the state. Laws which can be deleted or simplified are still under study, but the new code is under way. Mr. Eade asked

nurserymen with ideas they wish incorporated to get in touch with him. As to the new rust disease recently introduced into Washington, Mr. Eade said that the inspectors of the state will work with the nurserymen and other interested groups to study and check it. With this, the summer meeting was formally finished.

#### Entertainment

The entertainment committee had provided an outstanding program — golf for men, entertainment at the Elks' Club for the ladies, swimming and supervised fun for the children.

The banquet Thursday evening

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offered delectable food and a delightfully relaxing and amusing program.

The all-day trip by bus to Lake Coeur d'Alene and the trip over those beautiful waters; the picnic lunch provided at the lodge and the diversions after lunch, including surf-board riding and swimming; the trip farther down the lake shores by boat, then a smorgasbord dinner and, later, dancing on the boat in the evening gave ample opportunity to make or renew friendships.

Saturday's special diversions included a delightful luncheon at the hotel, with an interesting speaker; a tour of Duncan Gardens and the Finch Arboretum, and, in the evening, the East-West high school football game.

**MINNESOTA ARBORETUM**

The proposed landscape arboretum of Minnesota was given center stage in the Agriculture-Horticulture building at the state fair, which opened August 25. The Minnesota State Horticultural Society information booth emphasized the arboretum project with a display of new woody ornamental plants that are being tested for possible use in the state and a selection of photographs and a map of the proposed site of the arboretum. The society has obtained an option on 160 acres of land near the University of Minnesota fruit-breeding farm, Excelsior, which it hopes will become a library of living trees, shrubs and vines and other woody plants, when it has obtained the \$75,000 necessary to establish the outdoor laboratory.

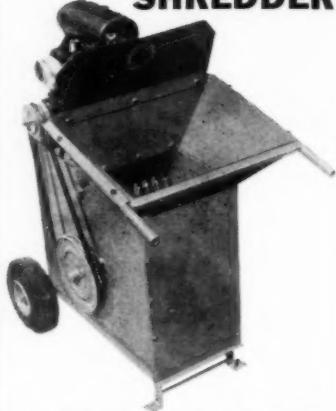
According to officials of the society, there is need to establish an arboretum. The increase in suburban living and the building of 1-story dwellings have created a demand for new types of shade trees, evergreens, low shrubs and ground covers.

**FLORIDA SHORT COURSE**

[Continued from page 13]

for areas and planting, he said, include a wider use of glass; lower and longer expanse of windows; dominant areas of blank walls, and the use of inside and outside planter boxes. These architectural features call for less massive base plantings than were formerly used and a wider use of patios and outdoor living facilities. Mr. Martin thinks that the reasons for the increase in home landscaping are a rising standard of living and

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more leisure and hobby time, which in turn have meant more landscaping and nursery sales. He stressed the need for nurserymen and others to assist the homeowner in making a better selection of plant materials for particular landscape situations.

The ornamental plants recommended by Mr. Martin for north and west Florida include miniature shrubs—shrubby althaea; Yaupon; juniper; jump-garden juniper; gold-rush lantana, and privet honeysuckle; dwarf shrubs — Harland's box; weeping box orange; kurume azalea; coontie; eurya, and showy jasmine; medium shrubs — glossy abelia; round-leaved Japanese holly; nandina; sandankwa viburnum, and aloe yucca; large shrubs—cassia; Japan cleyera; fruitland elaeagnus; oak-leaf hydrangea; Fraser ligustrum, and indica azalea; extra large shrubs—shrubby althaea; Yaupon; Chinese photinia; Formosa fire thorn, and sweet viburnum.

D. K. Miller, Island Landscape Co., Inc., West Palm Beach, continued the discussion of plant materials. He included the following in his discussion of 20 selected plants for central and south Florida: Glossy privet; south sea jasmine; Jasminum ilicifolium; Indian laurel fig; Natal plum carissa; orange jessamine (*Murraya exotica*); sandankwa viburnum; shrubby yew podocarpus; jungle-flame ixora; black calabash; golden shower thryallis; common sea grape; limeberry; Chinese box orange; cattley guava; Surinam cherry, Chinese hibiscus, Cape plum bago; leaf croton; Pittosporum to-bira, and copey clusia.

#### Experimental Work

Dr. S. E. McFadden of the experiment station discussed the work on the breeding and selection of mallows and the testing of cultural methods and varieties of roses being conducted at the station. He showed colored pictures of the various selections and varieties of mallows and roses which have proved satisfactory for the Florida area. In the absence of Erdman West, of the department of botany, Florida agricultural experiment station, R. D. Dickey returned to the platform to present Mr. West's discussion of native Florida plants having ornamental value.

Dr. G. C. Nutter, assistant turf technologist, department of agronomy, University of Florida, began the afternoon program with his discussion of problems in establishing and maintaining a lawn in Florida. He emphasized the following steps in establishing a good lawn: (1) A

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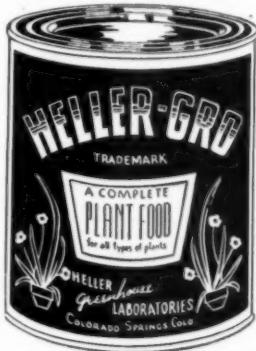
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**GREENHOUSE HEATING AND CONSTRUCTION**, by Harold E. Gray.  
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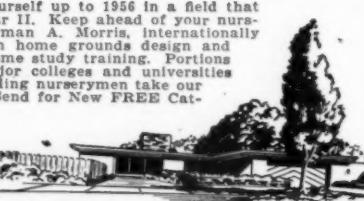
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thorough preparation of the soil, including grading, leveling and removal of debris; (2) addition of organic material or colloidal material to improve the fertilizer and water-holding capacity of the soils; (3) sterilization to control weeds, nematodes and disease pests, and (4) selection of a grass suited to the maintenance category desired by the homeowner. He included Pensacola bahia and centipede in the lower maintenance category; St. Augustine and Manila grass (zoysia) in the moderate maintenance group, and the improved Bermuda grasses such as Everglades No. 1, Ormond and Tiflawn as requiring high maintenance.

### Lawn Fertilizers

In his discussion of lawn fertilizers, Dr. Nutter recommended 25 to 35 pounds of 3-12-12 or 4-12-12 per 1000 square feet in the preparation of lawns. For the establishment, renovation or maintenance of lawns, Dr. Nutter recommends the application of 20 pounds of 6-6-6 or 8-8-8 or 3 to 5 pounds of ammonium nitrate, sulfate of ammonia or nitrate of soda or 15 to 25 pounds of sludge, seed meals or urea-formaldehyde material per 1000 square feet of area. He recommended that the complete fertilizer be applied in March and September and the nitrogen carriers and organics be applied in midsummer and December. For centipede he recommended one fertilization per year; for Pensacola bahia, two per year; three to four fertilizations per year for St. Augustine and Manila grass and six or more fertilizations per year for the improved Bermuda grasses.

He emphasized that fertilizers should be watered in thoroughly and that the lawn grasses should be watered thoroughly and less frequently than the light and frequent watering commonly practiced by Florida homeowners. He cautioned that fertilizers should be applied evenly and that many homeowners applied more fertilizer than the grass could use efficiently before the heavy rains leached it from the soil.

### Landscaping Trends

Prof. J. V. Watkins, department of ornamental horticulture, University of Florida, gave an interesting illustrated lecture on the basic principles and modern trends in landscaping. He pointed out that the house and grounds must be developed as a unit to be most useful and present the best appearance. This means that the design must be functional, simple and uncomplicated,

that there must be an easy flow of interest and people from one element to another and that planting materials should be repeated throughout the planting to aid in developing harmony, sequence and transition in the planting. He further emphasized that plants must be suited to their particular function in form, size and color. The use of plants should be confirmed by their suitability for a purpose rather than on the basis of availability. This consideration is often violated, he stated. Present buildings architecturally require the use of plants with strongly structural qualities that was also true of buildings of the former architectural periods.

In discussing the development of the grounds for outdoor living, Professor Watkins demonstrated the importance of background, enclosure, enframement and hobby plantings.

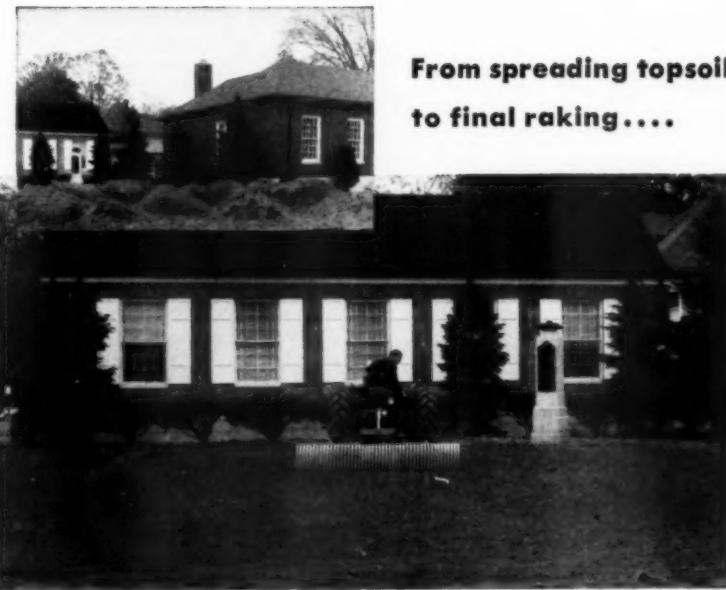
Professor Watkins pointed out that a recent national survey had determined that landscaping increased the value of a home more than 12 per cent by accenting desirable situations and increasing the tone and quality of the neighborhood.

#### Insecticide Use

James E. Brogden, extension entomologist, and Dr. S. H. Kerr, assistant entomologist of the experiment station, opened the second day's program, devoted to topics of general interest, with their discussion of the control of insects and mites and plant injury caused by insecticides.

Mr. Brogden emphasized that wet-table powders, emulsifiable concentrates, and granular insecticides varied both in the degree of insect control and plant tolerance to different formulations. He gave recommendations for control measures for scale, insects, aphids, white fly, spider mites, caterpillars, grasshoppers, slugs and snails, beetles and other insect pests.

In discussing plant injury, or plant tolerance of insecticides, Dr. Kerr stressed the fact that wilted plants, plants growing in full sun and sprayed during the hot part of the day or during the summer are more likely to be injured by the spray than turgid plants, plants growing in the shade or those sprayed during the cool weather or during the cool part of the day. He listed some of the common causes of plant injury from spray as (1) using a higher concentration than recommended; (2) young, expanding leaves and thin, soft leaves are more likely to be injured by a spray than old, thick, waxy or heavy-textured leaves, and (3) soil drenches are more likely to injure plants growing in a mineral



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A YORK RAKE is the most versatile tool you can own. It does preliminary rough grading, clears off stones, roots and debris, spreads topsoil, mulches the soil and does the final raking before seeding—in a fraction of the time it takes a crew of men to do the work. A YORK RAKE pays for itself with the time and labor you save each time you use it!



Rakes stones, roots and debris



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**LIFETIME  
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soil low in organic matter than those growing in an organic soil.

Dr. Kerr reviewed the results of tests conducted by the experiment station and university during the past three years, in which many insecticides and concentrations were tested on more than 50 species of ornamental plants. He stated that it is a slow process to test the effects of so wide a selection of insecticides on the wide variety of species and varieties of ornamental plants.

In his discussion of the relation of plant growth and soil tests to fertilizer practice for ornamental plants, Dr. E. W. McElwee dealt largely with soil-testing methods and their interpretation in an effort to clear up some of the confusion among nurserymen and growers caused by the variation in soil test reports received from different laboratories. The soil-testing methods used by the several laboratories in the state, he said, are the methods or systems best adapted to the principle soil types of the area. Some laboratories use methods best adapted for evaluating the fertility level of sandy soils; others are best adapted for peat or muck soils, and still others are most accurate for testing marl soils. He stated that the nurserymen or growers should not compare a report from one laboratory with one from another unless they are informed on the methods and procedures used and the method of expressing the results. He recommended that growers check their kits by making a test themselves, send a copy of the results to the laboratory along with the same soil sample and request the laboratory personnel to compare the test and advise on the accuracy of the kit.

Dr. McElwee pointed out that nematodes, diseases, insects, root injury, poor soil aeration and unusual weather conditions could cause abnormal growth similar to that caused by a high or low fertility level; thus the soil test should be evaluated in light of the conditions that may also affect plant growth. He listed again the precaution that care must be used in sampling, mixing and testing the soil sample, since such a small volume of soil is used that accuracy can be nullified by improper procedure or lack of cleanliness. He summarized his discussion by stating that the sample must be accurately representative of the area; it should be thoroughly mixed; chemicals and equipment must be kept clean; the test should be carefully run and read, and finally other factors that affect growth should be considered in evaluating the results.

Dr. Howard Miller, of the experi-

## SIGN LANGUAGE

Facts, ideas and sales-promotion hints gathered firsthand from nurserymen everywhere!

# RETAIL NURSERYMEN REDUCE LABOR COSTS

### Weed Control

One of the most popular topics of the short course was discussed by Dr. E. O. Burt, department of agronomy of the experiment station: Controlling weeds in ornamental plants. As precautions, Dr. Burt pointed out that growers should: (1) Obtain as full and as complete information as possible on their weed problems before buying and using weed control chemicals; (2) read carefully and follow all directions and precautions on the label and recognize the hazard of using various herbicides; (3) check for percentage of active ingredients or pounds of acid equivalent per gallon; (4) use the recommended doses, because no advantages can be gained from using high doses, and lower rates may not kill the weeds, and (5) calibrate equipment accurately so that the exact amount of chemical is applied.

An important characteristic of growth regulators such as 2,4-D; 2,4,5-T, and MCP is that small amounts of these chemicals may injure or kill susceptible plants. These potent herbicides control many weeds, but unless they are handled properly, they can damage or kill desirable plants. As precautions for this class of weed killers, Dr. Burt cautioned further that: (a) Weed control equipment be used only for weed control and not for applying insecticides and fungicides; (b) the material should not be applied within several feet of sensitive crops; (c) low pressures (20 to 40 pounds per square inch) should be used and nozzles with relatively large openings, and (d) if possible, low volatile forms (the amines and salts) should be used around homes, gardens and fields where sensitive crops are grown.

Dr. Burt distributed a table of 1956 suggestions for controlling weeds in or near ornamentals for growers to take home and use later in developing their own weed control projects.

The final subject for the day, nematode attack on ornamental

Retail nurserymen are finding that they can increase the efficiency of their sales people and make a sizable reduction in the cost of making sales by using a certain type of sign. This sign is one that not only identifies the stock and gives price but also goes on to give a lot of other information people need before deciding to buy—"Is it hardy?" "Does it shed its leaves?" "How tall does it grow?" "When does it bloom?" "Color of flower?" "Where should it be planted and in what kind of soil?"

Relying on old type signs, nurserymen often found it necessary to have someone follow each customer around answering questions. More sales personnel was needed and oftentimes this extra expense cut deeply into the margin of profit, occasionally even causing the business to operate at a loss.

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Department AN-1, Tallmadge, Ohio



plants, discussed by Walter H. Thamnes, Jr., soils department, University of Florida, held the interest of the growers and brought many questions from the floor. Mr. Thamnes discussed the characteristics, feeding habits and type of injury for 19 different species or types of nematodes that attack ornamental plants. He discussed the value of various chemical control measures, sanitation, hot-water treatment, etc., for the control or eradication of different types of nematodes.

The morning of the third day was devoted to group discussions of problems of producing specialty crops.

A NEW MARKING SYSTEM by Growers Sign Service is helping many nurserymen solve this problem. Using this system, stock is grouped in beds or bins and each bed or bin is marked with a sign. The sign, of course, identifies the stock and tells its price but what is more important it gives the customer the technical information he wants. Thus, since he is taking no one's time but his own, he feels free to browse around—to pick and choose—to make up his mind without feeling pushed.

One nurseryman reported that this new marking system helped him to give his customers better service and reduce his cost of sales by an estimated 20 per cent. He also had the feeling that his customers, left to browse around in a relaxed manner, bought more nursery stock.

For complete information write for our free folder, "Point of Sale Markers for Today's Garden Center," Growers Sign Service, Dept. AN-2, Tallmadge, Ohio.

From 15 to 35 growers attended each of the discussions groups.

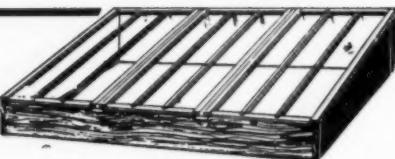
The discussion on production problems related to foliage plants was moderated by James Voster, Vosters Nurseries, Inc., Miami.

The discussion on problems involved in the production of nursery stock was moderated by R. E. "Ed" Brown, Goochland Nurseries, Pembroke.

The discussion on orchids was moderated by Jean Merkel, Alberts & Merkel Bros., Inc., Jacksonville.

The fourth discussion group, interested in cut flower and pot plant production, was moderated by Carl

## ELECTRIC HOTBEDS

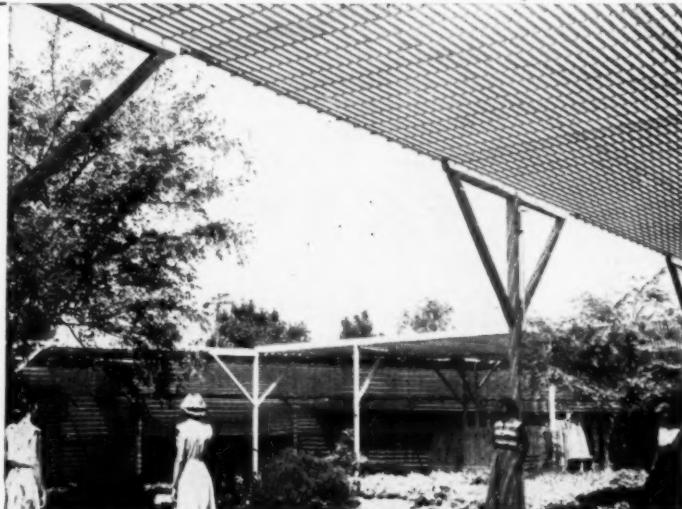


These Redicut Hotbeds are made of No. 1 Pecky Cypress full 1 in. thick. The back is 18 ins. high; the front is 12 ins. high; the ends slope (see drawing above). Easy to install. The sash will slide down or up for ventilation.

	Complete with Glazed Sash and Rafters	Add for Automatic Electric Heating Unit
3 x 4 feet .....	\$15.00	\$17.56
6 x 4 feet .....	25.00	22.28
9 x 4 feet .....	36.00	22.28
12 x 4 feet .....	44.00	29.74
15 x 4 feet .....	55.50	29.74
6 x 6 feet .....	33.10	22.28
9 x 6 feet .....	47.90	29.74
12 x 6 feet .....	60.45	34.46
15 x 6 feet .....	75.25	58.82
18 x 6 feet .....	87.80	58.82

Now you can grow plants all winter and root cuttings fast for a few cents a day with thermostatically controlled, invigorating, uniform heat so necessary for optimum growth. Lead-covered cable and automatic thermostat by General Electric. Satisfaction guaranteed. Heating units can be purchased separate for your present hotbeds. You will be amazed with results. Catalog No. 155 gives detail information.

**YOH & HOOKER GREENHOUSE CO.  
YOUNGSTOWN, O.**



**UNIFORM SHADE YOU REQUIRE ASSURED  
with ALUMALATH — all aluminum**

For Ten Feet or Ten Acres

**HARRY H. REYNOLDS**

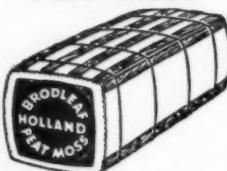
2561 Valencia St., SANTA ANA, CALIF.

**"BRODLEAF"** Imported HOLLAND PEAT MOSS

- ★ THE ROOTS SCREENED OUT.
- ★ YOU GET THE BEST PART —
- ★ THE PEAT FLAKES.

*Carlot Inquiries Invited . . .*

Also Ask for Special Offer Holland Burlap Squares.



**HALF MOON MFG. & TRADING CO., INC.**

90 WEST STREET—NEW YORK 6, N. Y.

Telephone BARclay 7-8357

Loop, of Loop's Nursery & Greenhouses, Jacksonville.

Teams of specialists on diseases, insects and ornamental horticulture rotated among the groups to help with questions on which the moderator or group wished to have help or wished to have explained. Those in attendance liked the discussions well enough to request that they be continued next year. The specialists also made complimentary remarks about the type of questions and the lively discussions within the groups.

In addition to speakers listed in earlier parts of this report, Wally Deckel of the state plant board and Prof. P. E. Parvin of the department of ornamental horticulture served on the specialist teams.

### FLORIDA CHAPTER

At the annual meeting of the Lake Region chapter of the Florida Nurserymen and Growers Association at the Haven hotel, Winter Haven, Fla., N. Curtis Peterson, Jr., Peterson's Nurseries, Lakeland, was elected president of the group. Other officers elected were O. R. Evers, Lakeland, and Billy Ross Raiden, Winter Haven, secretary and treasurer.

New directors of the group are Cargill R. Blow, Lake Alfred; Paul E. Tyler, Lakeland; John Lindsman, Lake Wales; E. L. Weis, Winter Haven, and W. H. Schultz, Jr., Auburndale.

At the meeting members pledged cooperation in the state-wide efforts to halt the spread of the Mediterranean fruit fly. Plans for the chapter's annual banquet were made. Proceedings of the F. N. G. A. directors' meeting, the trade practice rules recently adopted by the federal trade commission and the forthcoming annual short course for nurserymen, at the University of Florida, Gainesville, were topics of discussion at the meeting.

### TEXAS CONVENTION

[Continued from page 10]

drought will remain serious in Texas for some time to come. Water demand has increased tenfold in the past five years and irrigation of farmlands has increased 1,000 per cent in the past 10 years, but water resources have not been increased. The future of Texas, both agriculturally and industrially, is restricted by the amount of available water at hand. The need for an effective, economical water conservation program is fully recognized, but regional arguments have stymied efforts to adopt any plan.

Mr. White said that nurserymen

# HERE IS WHY NURSERYMEN PREFER MENNEPOTS



## Superior Strength

Sturdily constructed, the MENNEPOT withstands hard handling.

## Stapled Bottom

Comes completely assembled . . . Potting can start immediately upon arrival.

## Light Weight

The MENNEPOT is economical to use. Light weight makes shipping costs less.

## Drainage

The side-drainage feature makes waterlogging impossible while standing in sales yard.

### Size 0

Top . . . . .	4 ins.
Bottom . . . . .	3½ ins.
High . . . . .	4 ins.
Weight per 100	
Regular 10 lbs.	Heavy 25
Regular Weight Price	
100 . . . . \$2.75	1000 . . . . \$25.00
Heavy Weight Price	
100 . . . . \$3.75	1000 . . . . \$35.00

### Size 1

Top . . . . .	6 ins.
Bottom . . . . .	5 ins.
High . . . . .	6 ins.
Weight per 100	
Regular 15 lbs.	Heavy 35
Regular Weight Price	
100 . . . . \$4.00	1000 . . . . \$37.50
Heavy Weight Price	
100 . . . . \$5.25	1000 . . . . \$50.00

### Size 2

Top . . . . .	7 ins.
Bottom . . . . .	5½ ins.
High . . . . .	9 ins.
Weight per 100	
Regular 24 lbs.	Heavy 55
Regular Weight Price	
100 . . . . \$4.50	1000 . . . . \$42.50
Heavy Weight Price	
100 . . . . \$5.75	1000 . . . . \$55.00

### Size 3

Top . . . . .	8½ ins.
Bottom . . . . .	6½ ins.
High . . . . .	9 ins.
Weight per 100	
Regular 30 lbs.	Heavy 70
Regular Weight Price	
100 . . . . \$5.00	1000 . . . . \$47.50
Heavy Weight Price	
100 . . . . \$6.25	1000 . . . . \$60.00

## Distributors

### NEW YORK

Jackson & Perkins Co., Newark, N. J.  
Gar Prod., Inc., Queens Ave., Lindenhurst (Long Island), N. Y.

### OHIO

Skoll Distributing Co., 560 E. 99th St., Cleveland, O.  
L. G. Harmon & Son, 1809 19th St., Canton 4, O.

### PENNSYLVANIA

E. C. Geiger, North Wales, Pa.

Verschuren's Garden Centers, Rt. 51, Brentwood, Pittsburgh, Pa.  
Rt. 88, S. Park, Pittsburgh, Pa.

### NEW JERSEY

New Jersey Farm Supply, 449 Market St., East Paterson, N. J.  
Somerset Rose Nursery, Inc., New Brunswick, N. J.

### MICHIGAN

William Bell, 4002 Montgomery Ave., Detroit, Mich.  
Growers Exchange, Inc., P. O. Box 397, Farmington, Mich.  
Strickland Seed Store, 1429 Gratiot Ave., Detroit, Mich.

### RHODE ISLAND

American-Dutch Trading Co., Inc., P. O. Box 177, Cranston 10, R. I.

The Sheridan Nurseries, Ltd., Sheridan, Ontario, Canada.

were doing a public service in developing more drought-resistant plants. He also commented on the need to beautify state highways with plants to help attract more tourist dollars to Texas.

## Promotion and Publicity

The morning session, Tuesday, opened with a talk on "Promotion and Publicity" by W. R. Harrison, editor of the Pacific Coast Nurseryman. Advertising costs real money, promotion may cost money and publicity is free. Each alone will do a selling job in time, but one or both used with the other works that much faster and more effectively.

You cannot sit and wait for publicity to occur, you must make it happen, said the speaker. And you cannot depend on a newspaper to send a reporter to take down your story. Many a businessman has passed up a good publicity opportunity just because he thought he could not write. All you need do, said Mr. Harrison, is follow the newspaper formula of telling who, what, when and where. These should be stated in the first paragraph of the story, even in the first sentence if possible. Then give details and elaborate in the next paragraph or two. Do not make the story long.

### Size #4

Top . . . . .	10 ins.
Bottom . . . . .	8 ins.
High . . . . .	10 ins.
Weight per 100	
100 . . . . \$11.00	1000 . . . . \$100.00
500 . . . . \$52.50	1000 . . . . \$500.00

\*Heavy Only.

For trees and shrubs.

### Size #5

Top . . . . .	12 ins.
Bottom . . . . .	10 ins.
High . . . . .	12 ins.
Weight per 100	
20 . . . . \$26 ea.	100 . . . . \$27.50
500 . . . . \$125	1000 . . . . \$225

LOT POTS

Weight per 100—250 lbs.

Regular 30 lbs.

Heavy

Only.

### Size Pan

Top . . . . .	8½ ins.
Bottom . . . . .	7½ ins.
High . . . . .	5 ins.
PAN	
Weight per 100	
Welch 100	
Regular 30 lbs.	Heavy 70
Regular Weight Price	
100 . . . . \$5.00	1000 . . . . \$47.50
Heavy Weight Price	
100 . . . . \$6.25	1000 . . . . \$60.00

500 of a size takes 1000  
rate in sizes 0-1-2-3-  
Pan. Regular-weight  
pots packed 100 and  
200 per carton in sizes  
1-2-3-Pan. Size 0, 250  
only. Heavy pots are  
packed 250 per carton  
in size 0; 100 per car-  
ton in size 1; 50 per  
carton in size 2, 3, Pan and 4, and 20 per  
carton in size 5. NO BROKEN CARTONS.

## MENNO S. MENNES NURSERIES

NORTH TONAWANDA, N. Y.

Phone LUDlow 4444

Prices Vary Slightly in Areas Serviced by Distributors  
DISTRIBUTORSHIPS OPEN IN SOUTHERN STATES

## NEW DOUBLE-CULTURED VITALOAM ORGANIC SOIL REJUVENATOR

FOR EVERYTHING THAT GROWS IN THE EARTH ANYWHERE  
REMEMBER—VITALOAM is BLACK and VELVETY SOFT and ORGANIC, COMPLETELY  
CHANGES TEXTURE, PHYSICAL QUALITY and APPEARANCE of soil, yet cannot BURN  
or HARM the TENDEREST PLANT OR SEED. Applied only ONCE A YEAR and NO fer-  
tilizer, peat or FILTHY MANURE necessary. Already approved and in use BY HUNDREDS  
of leading greenhouses and nurseries throughout America. If your jobber cannot supply  
you, we will ship DIRECT. HERE ARE LOWEST WHOLESALE PRICES.

In 80-lb. Polyethylene-Lined  
Printed Burlap Bags  
2 to 2 bags ..... \$6.00 ea.  
4 to 9 bags ..... 5.40 ea.  
10 bags or more ..... 5.20 ea.

INTERESTED JOBBERS ADDRESS  
CHIEF OF RESEARCH  
133 WILSON, LANCASTER, OHIO

LABORATORIES OF SOIL & PLANT RESEARCH, INC.  
LANCASTER, OHIO or MARIA STEIN, OHIO

Newspaper stories are cut from the bottom up, so include in the first couple of paragraphs what you really want printed. Underemphasize the firm name and address, otherwise the editor may regard your contribution as a bid for free advertising and reject the story. Newspapers often need copy for their garden pages. Mr. Harrison told of one California nurseryman who submitted so many articles to his local newspaper that the editor finally asked him to write a garden column for pay.

Mr. Harrison discussed six types of promotion. Specific promotion is aimed at attracting customers to see and buy one certain item, while the theory of general promotion is that if the customer is exposed to enough merchandise, he will buy something. Then there is the give-away promotion designed to lure customers by offering them a free gift. Weight promotions are those that try to overpower sales resistance by massiveness of display.

Contest promotions must be designed so that everyone is allowed to participate, otherwise the event runs the risk of being a lottery and illegal. There are many simple contests nurseries might run, such as asking the public to guess the number of blooms a certain plant will bear on a specified date or the height to which some plant will grow by a certain date. One nursery held a Christmas tree decorating contest, inviting local clubs to participate for a cash prize. Each club furnished its own tree and decorations, which

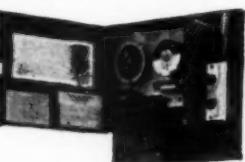
## WATCO MISTING SYSTEMS

Used by the leading growers of the country



1/4-in. 4W Wide-Angle MISTING NOZZLE  
\$2.95 each

INSURE HEALTHY  
ROOTED CUTTINGS—  
FASTER  
AT LOWEST COSTS  
INTERMITTENT SYSTEMS  
FOR ALL CROPS



Complete Clock-Timer and full 1/2-inch solenoid-wired, ready to hang up.

**WATCO** \$65.00

NOZZLES—TIMERS—SOLENOIDS—STRAINERS—ACCESSORIES

• LAYOUTS SUPPLIED FREE—SEND FOR BULLETIN No. 30

All prices F.O.B. New York City.

Cash with order unless suitable references are given.

**AL SAFFER, Horticultural Supplies**  
**130 W. 28th St.** **Dept. N** **New York 1, N. Y.**  
Oregon 5-2248

might be purchased at the nursery, but that was not a condition of the contest. The public was invited to come to the nursery and vote for the best tree. Contests offer double publicity, first an advance story announcing the event and then a followup naming the winners.

Cooperative promotion with a dealer or manufacturer often puts the retailer to little work or expense. The manufacturer sometimes not only supplies the display materials, but may work out the entire promotion, even to defraying part or all of the expense of any accompanying advertising. And he may sometimes give the retailer a special price on the product purchased for the promotion.

In preparing advertising, Mr. Harrison said that it is usually easier to attract attention and stimulate interest with illustrations and large type, but no foolish gimmicks, such as upside-down type, should be employed. If you do feature in your advertisement a loss leader, that is, an item offered at or below cost to attract customers, by all means give reasons why you can offer such a value, otherwise you run the risk of being regarded as cut-rate.

### Landscape Programs

The next two features of the morning program were presented by the Texas Landscape Association, whose president, Leonard Riggs, Longview, introduced the speakers. Because of the illness of her parents, Mr. and Mrs. Fritz Huber, Jennings, La., the scheduled speaker, Mrs. Catherine Huber Maher, was unable to appear. Mrs. Ralph Ellis Gunn, Houston, ably substituted, giving the commentary on color slides which Mrs. Maher and her husband took in Japan while he was stationed there with the army the past two years.

The slides showed the three types of Japanese gardens, lake and island gardens, tea gardens and the flat gardens. Nothing is left to nature in Japanese landscaping. Almost every plant is scaled down in size and twisted or shaped to unnatural forms, and pruning is a much-practiced art. Bare branches are regarded as important to design as foliage and bloom. Often rocks are set here and there in the landscape and moss placed on them to make them appear as if they had been there for ages. There is little grass used in gardens; moss is the popular ground cover. And many spacious flat areas are covered with raked sand. Dwarf bamboo is sometimes grown around trees almost as a ground cover.

## Pete Moss

SAYS TO ALWAYS CONTACT  
DUNWOODY WHEN YOU  
NEED PEAT MOSS. WE  
HAVE BEEN SERVING  
THE TRADE WITH  
QUALITY PROD-  
UCTS FOR OVER  
100 YEARS

**E.Z.L. DUNWOODY CO.** ESTABLISHED 1849 1909 MARKET STREET PHILADELPHIA 3, PA.

Actionized...for speedier more efficient  
SOIL SHREDDING!



POSITIVE SHREDDING BLADES!

**LINDIG MFG. CO., INC.**

1875 W. County Road C—St. Paul 13, Minn.



### FLOCK CHRISTMAS TREES

and increase your profits. Now is the time to start planning details. Write for complete catalog of equipment, supplies and instructions on "how to do it."

**FLOC-FLO ENGINEERING DESIGN**  
5802 Olson Hwy. Minneapolis, Minn.

### GREENHOUSE AND NURSERY SUPPLIES

**AMERICAN FLORIST SUPPLY CO.**  
1335 W. Randolph St. CHICAGO 7, ILL.

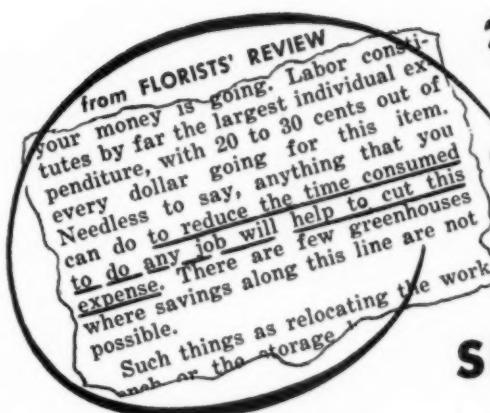
Azaleas appear to be the most popular plant in Japan. Most of them are pruned, even when permitted to grow quite large, which is seldom the case. Many of the plants seen in the slides are familiar in Texas landscaping and besides azaleas included camellia, mahonia, aspidistra, tea olive, Japanese ligustrum, cryptomeria, Chinese paper plant, wistaria, Yaupon, willow, podocarpus, yucca, red maple and iris.

Formerly chairman of the department of architecture at the University of Texas and now partner in the firm of Gollewin and Rolfe, Houston, Walter T. Rolfe spoke on "Landscape Trends in Architecture." Americans, namely those in the United States, he said, are prone to make fun of the concept that beauty in everything is important, but still they are the ones who travel the most and farthest to see places of great beauty. Most buildings or cities are beautiful not for the architecture itself, but because of the landscaping that gives them their attractive setting. So it is practical to plan for beauty as well as utility. No one should have the right to inflict ugliness on the public, said Mr. Rolfe.

Every home, commercial and public building, street and highway should be planted. But landscape design should not be a house-to-house proposition; it should be done as vistas. If the public would demand this concept of planning, the nurseryman could not produce enough plants in a thousand years to satisfy the demand, Mr. Rolfe predicted.

#### Summer Selling

Because the seasonal factor is one of the greatest hazards of the nursery business, the T. A. N. hopes to remedy this situation by developing a summer sales program for its members. Dan Wolfe, Stephenville, was named chairman of a committee to work out the project. He discussed how summer selling is possible with container-grown plants. The idea is not to sell surplus or leftover items, but a full line of merchandise suitable for summer planting. The first year the program will be directed to nurserymen through the T. A. N. newsletter, both to the retailer to give him ideas as to how to set up his summer selling program and to the wholesaler to induce him to supply a line of summer plants. The next year the idea will be promoted with the public. So much plant material is offered when dormant that the public sees in the salesyard little if any of the real benefit and beauty



*You Can Cut  
Composting  
Time by 89%  
... with a*  
**ROYER  
SHREDDER**

Records show that from 20 to 30% of your production costs are made up of labor. Any major reduction in this item will show a worthwhile increase in your yearly net income. A Royer Shredder will provide such a reduction.

Reports from users indicate that a Royer will reduce the manhours needed for compost production

by as much as 89%..at the same time supplying a better product ..clean, evenly granulated, completely mixed and aerated, ready for application.

Join the hundreds of satisfied Royer users. This self-liquidating investment will pay off for you. Write for Bulletin 56-S giving detailed information.



**ROYER foundry & machine co.**

182 PRINGLE ST., KINGSTON, PA.



of the plants, and it is hoped that summer selling can accomplish this.

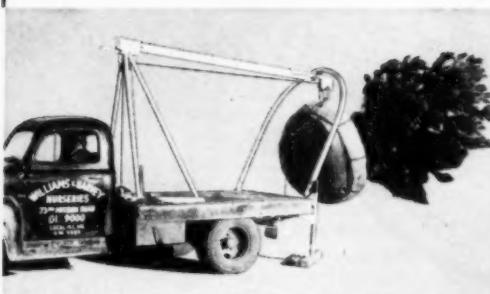
President Thompson told of the \$149,000,000 allotted to Texas in the national highway program and appointed a committee to go before the state authorities to seek allocation of funds for planting these roads. James Fitzpatrick was named chairman, with E. L. Baker, James Walker, Raymond Mosty, Frank Cornelius, C. J. Lauden and R. C. Aldridge serving with him.

"Human Relations" was the subject of a talk by Travis Elliot, management and personnel consultant, Texas Restaurant Association. Busi-

ness and industry have the materials and the technical know-how, but still need to realize that ultimate success is dependent on their relationship with the people who do the work and buy the product. It is time to realize that customer relations and employer-employee relations are nothing but simple human relations, he said.

First, we need to know ourselves, to like and have the proper respect for ourselves. Each one of us needs a purpose in life and in our work. Each of us needs to know what he is really endeavoring to do with his business besides make money. What

# BIG-TREE MOVER



Since Williams & Harvey announced this new, improved big-tree mover three years ago, leading nurseries, tree surgeons and park departments in all sections of the U.S. have adopted it.

- New Lighter Weight
- Simpler to Operate
- Two Sizes, 6 Ft. and 7 Ft.
- Quickly Demountable
- Fits Any Standard Truck

Write for specifications and address of users near you.

Six-foot mover (as pictured) complete with power winch and all needed pickup parts, \$1,675.00 F.O.B. Kansas City, Mo.



## WILLIAMS & HARVEY NURSERIES

Mail address: P. O. Box 8822, KANSAS CITY, MO.

Nursery location: 7313 Mission Rd., Phone: ENdicott 2-8000



## LYNCH GARDEN SCULPTURE

Made in Beautiful Eternity Lead and Bronze — Thousands of Attractive Designs in Stock — Fountains, Birdbaths, Vases, Decorative Pieces etc.  
Most designs are piped for water display.  
Write on Company Letterhead for our huge, free, fully illustrated General Wholesale Catalog for the Trade.

### KENNETH LYNCH & SONS

80 Main Avenue • Wilton • Connecticut

**LILACS FOR AMERICA**, by Lilac Survey Committee. 30 species, 800 varieties. 48 p.  
**\$1.00** postpaid. American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

DARLING'S  
"Rite in the Rain."

**WATERPROOF  
TREE AND PLANT LABELS**

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

Write for samples and prices.

**J. L. DARLING COMPANY**  
BROWN'S POINT, TACOMA, WASH.

**FELINS  
BUNCH  
TYER**

Automatically adjusts itself and ties any size bunch up to 19 in. in circumference. Ties roses, glads, seedlings, as well as any other type nursery stock and cut flowers. Fast and efficient. Tying mechanism inverted so that dirt will not get into it, contributing to longer life.

**FELINS TYING MACHINE CO.**  
3351 N. 35th St.  
Milwaukee 16, Wis.

customers do you really want to sell? You do not really want all, you could not possibly serve everyone.

Second, there is the need to know and like people, not just certain people. Give your employees emotional security by making them feel they are needed, wanted and liked as a part of the firm and then develop in them a sense of responsibility. Do not make them dependent upon you. Other people have greater possibilities than we think, and it is wrong to take the idea that nothing can be done right unless "I do it myself."

Use the words, "I, me and mine" sparingly. Say, "we, our, us" if you want teamwork and cooperation. And last, but not least, admire your friends and customers, and do it out loud.

Clyde Stocking, San Jose, Calif., president of the American Association of Nurserymen, spoke on recent activities of the national association in plant pest control, fair trade practice regulations, parcel post regulations, transportation rates, highway planting and market development and publicity.

After the business of changing the bylaws, as described in the beginning of the report, Austin was selected for the 1958 convention. San Antonio had been chosen the year before for the 1957 convention. At the closing session television sets given by Stahmann Farms, Las Cruces, N. M., and Dow Chemical Co., Houston office, were won by Mrs. Lee Underwood, Baytown, and Miss Gay Griffing, Beaumont.

### Entertainment

A buffet supper was enjoyed Monday evening at tables set beside the beautifully landscaped swimming pool of the Shamrock-Hilton hotel. Entertainment was an elaborate aquatic show with water ballets, diving exhibitions and antics of clowns. Afterward there was dancing in the Emerald room. A local actress kept everyone highly entertained with her pretense at being R. B. Baker's country cousin and bringing him and several other nurserymen into her act.

Tuesday night was the past presidents' banquet and dance. It featured the presentation of several awards. The Arp award went to Ralph Ellis Gunn, Houston. A plaque was given to the retiring president, H. Durward Thompson, and a gift to the first secretary of the T. A. N., Bill Collins, who went into other work in June. A citation was given to Mrs. Herschel Raef, for first sponsoring the program for the

Better Produce  
Efficient Operation  
Bigger Profits . . .



"MR. METRO"

- No holes to drill, no V bottom . . . there is natural drainage.
- Exclusive Corner Bracket Design For Greater Durability.
- No painting, no repairs.
- Can't rot, burn or mildew.

GROWING WITH AMERICA SINCE 1871

## Yours with METRO's Lifetime METROSTONE BENCH

featuring exclusive corner brackets

Metro's Metrostone Bench is designed for the modern grower and nurseryman, for it incorporates advanced features essential to new growing methods and techniques. Metrostone is an economical, inorganic bench that does not affect soil acidity and does not act as a medium for bacteria or fungus growth. Its asbestos fibre and corrugated cement finish guarantee dependable, trouble-free service. Call or write today for detailed information.

### Outstanding Metrostone Features:

- Resists humidity, chemicals, steam sterilization.

Metrostone benches can be set on standard cinderblock base . . . functional steel pipe frames also available.

Available in any width or length, ready for fast assembly even by unskilled help, Metrostone adds sales appeal, attractive appearance to your showroom. Write today for free brochure and price list.

## METROPOLITAN GREENHOUSE MFG. CORP.

*Greenhouse Builders — Heating Engineers*

Executive Offices

1869 Flushing Ave.

BROOKLYN 37, N. Y.

junior Tanners. Gardenia corsages were presented to all the ladies, courtesy of Mr. and Mrs. Rene Casababan, Abita Springs, La.

L. A. Dean, Tyler, introduced Miss Gail Hudson, Tyler, queen of the 1956 Texas Rose Festival, who extended an invitation to all to attend the event October 19 to 21 at Tyler. The officers of the junior Tanners were introduced and were Julie Mosty, president; Stephanie Brady, vice-president, and Beth Allen, secretary. The juniors enjoyed swimming parties in the hotel pool and a trip to the San Jacinto battlegrounds in addition to the evening entertainments with the adults.

The ladies met for luncheon Tuesday noon in the Shamrock room of the hotel and enjoyed excerpts from "The King and I," presented by a Houston little theater group. Mrs. Ralph Gunn was in charge.

### A. A. N. Chapter

A luncheon meeting was held August 22 at the Shamrock-Hilton hotel, Houston, by region V of the American Association of Nurserymen, with about 80 persons present. C. J. Lauden, director for region V, presided and introduced the speaker, Clyde Stocking, San Jose, Calif., A. A. N. president. He told

### Move potted stock safely, easily, in NEW CLOVERSET "HANDY CARTS"

Built for our own use in delivering stock from retail salesyard to customers' cars; sure do speed up cash-n-carry operations! Easy-rolling and well-balanced carts of lightweight expanded steel with ball-bearing wheels; hold plants safely upright even when covering rough ground.



**\$27.50**

F.O.B. Kansas City  
BED: 30x24x6 ins.; shipped in  
carton slightly larger with wheels,  
handle and bolts. Specify truck,  
freight or express. Shipping  
weight, 54 lbs.



CLOVERSET FARM, Dept. A  
105th & Wornall Rd.,  
KANSAS CITY 14, MO.

Ship . . . . . Handy Carts. Check enclosed (or bill my account).

Mail information about Cloverset Pots and Rose & Garden Dust.

Name . . . . .

Firm . . . . .

Address . . . . .



105th & Wornall Rd.,  
Kansas City 14, Mo.  
makers of CLOVERSET POTS and  
Cloverset ROSE & GARDENDUST

**NURSERYMEN and GROWERS**

FOR EASIER PLANTING OF WIDE-HEAVIER TREES AND SHRUBS

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of the need for nurserymen to be ably represented at their state and national capitals and how this could best be accomplished through their state and national trade associations. He also explained the setup and governing of the A. A. N.

Mr. Stocking said that in the newly accepted fair trade practice rules horticultural standards are only alluded to, but it is hoped to get them included in full soon. New standards are needed for landscape stock, and to work on this for Texas, Mr. Stocking announced a committee composed of James Fitzpatrick, Otto Scherz and H. Durward Thompson.

James Fitzpatrick, president of the Texas chapter of the A. A. N., presided for a short business session at which Jack Jones and H. Durward Thompson were elected delegates for two years. James Fitzpatrick and R. C. Aldridge have one more year to serve. Selected as alternates were Steve Verhalen, Wash Storm, Homer Eikner and Robert Suggs.

### TEXAS LANDSCAPE MEETING

[Continued from page 10]

Ellis Gunn; Ray Breedlove, and John Edward Teas, Teas Nursery, Belaire.

Walter T. Rolfe, who spoke on "Landscape Trends in Architecture," was the featured speaker on landscaping at the T. A. N. convention, sponsored by the T. L. A. A program of this type is an annual event and special project of the landscape association.

Mrs. Ralph Ellis Gunn presented an illustrated lecture in the place of Mrs. Catherine Huber Maher, who could not be present due to her father's illness. The Kodachrome slide pictures of Japanese gardens had been taken by Mrs. Maher during her 2-year residence in Japan.

Another contribution to the T. A. N. convention provided by T. L. A. was an exhibition of pictures and landscape plans in an exhibit booth. The pictures and plans were contributed by T. L. A. members and showed recent work done in Texas, including designs, done by Ralph Ellis Gunn & Associates, of the Shamrock-Hilton hotel grounds.

Tuesday noon the association officers entertained Mr. Rolfe, landscape speaker, with a luncheon.

The annual T. L. A. party was held Tuesday evening in the suite at the Shamrock-Hilton hotel of Leonard Riggs, president of T. L. A. Special guests were past presidents, officers and directors of T. A. N. and their wives; the 1956 Texas rose festival queen, Gail Hudson; her

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parents; festival president, F. O. Penn, and Mrs. Penn, and Frank Bronaugh, chamber of commerce, of Tyler.

Leonard M. Riggs, Jr., 13-year-old son of President and Mrs. Riggs, was elected honorary junior vice-president of T. L. A., at a board of directors' meeting. This talented young man is interested in his father's profession and is already skilled in color photography and slide lectures.

C. J. (Jim) Lauden, A. A. N. director of region V, announced to directors of T. L. A. that Otto E. Scherz had been appointed to the regional subcommittee on horticultural specifications.

### ATLANTA FIRM'S CHANGES

Bill Monroe, Jr., is the newly elected president of Monroe's Landscape & Nursery Co., Atlanta, Ga. His sister, Mrs. Evelyn Monroe Ellis, is secretary of the corporation. The office staff moved September 4 from the Monroe drive location to a modern, brick building located at 2067 Manchester road, off the Buford highway. The nursery property will remain at the Monroe drive address. Bill Monroe, Sr., who founded the business more than 35

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of water and applied till foliage drips. Results appear in two weeks to a month. Late summer treatments are essentially selective for roadside or woodland spraying.

F. E. Karpick, in the September issue of Shade Tree Notes, publication of the New York State Arborists Association, reports that today

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resprouting is unusual except in tree form ivy. Plots of pine do not indicate translocation of the herbicide beyond the margin of the spray application. Uniform coverage is important.

## NATIONAL ARBORISTS

[Continued from page 12]

method has yet been discovered, he added.

Oak wilt is considered to be the most potentially serious disease in the United States to oaks grown for timber and shade tree purposes, said Dr. Fowler. Symptoms of the disease include wilting, discoloration and premature dropping of leaves, usually quickly followed by death of the infected tree. Local spread of the disease is accomplished through natural root grafts; the disease also is known to jump long distances, and several insect species are suspected of being carriers of the fungus. Control methods still consist of deeply trenching around infected trees, cutting all roots in the process to halt local spread, and destruction of the diseased tree to eliminate it as a source of infection.

The disease is active in 18 states, Dr. Fowler said. Studies are being made, he said, to determine how long the fungus will live in lumber, to find means of preventing formation of the spore-producing fungus mats on which insects are known to feed and to find or develop oak strains that are resistant to the disease. A new disease of red oaks has been found in Pennsylvania and the east, Dr. Fowler said, which causes a progressive dieback from the top of the tree, usually resulting in death of the tree within six to eight years. Studies of this disease are in progress, but its cause has not yet been determined.

### Question Period

In the question period that followed presentation of his paper, Dr. Fowler was asked to comment on the Dutch elm disease situation. He explained that under the present U. S. D. A. organization elms are classed as a shade tree rather than a forest tree and, hence, he had not been doing work recently on this disease. Asked concerning the disease of ash trees in the east, he replied that the cause is still unknown. Dr. Ray Hirt, New York state college of forestry, Syracuse, said studies are being conducted at the college on this disease and that a publication on it would appear shortly.

"Safety for the Arborist" was discussed by John MacLellan, director

See Reynolds ad in this issue

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of accident prevention, Ontario hydro-electric commission, Toronto, Canada, in which he said injuries due to accidents are relatively few in his organization. He attributed this to the intensive and continuous safety program conducted in which every accident is investigated thoroughly and measures are taken to prevent recurrence of an accident of similar nature. Classroom instruction in accident prevention, he said, had been found effective in training personnel. "It is time and money well invested," he asserted and added that total costs of accidents, including investigation, surgery, hospitalization and others less tangible, far exceed the cost of providing adequate training. Short safety meetings are held weekly, he said.

Emphasizing that safety is the responsibility of management, he listed a number of work practices directed toward prevention of accidents: (1) High-quality rope is used in climbing; commercially made saddles are not used; (2) the use of climbing spurs is not permitted; (3) ladders of high quality are used; (4) saws powered with electricity are used in topping and removal of large limbs; these are supported with ropes; (5) when machines employing aerial lifts are used, the operator is belted to the bucket to prevent his slipping and falling from the platform; (6) when such machines as chippers are used, the workmen are required to wear goggles, gloves, safety shoes and a safety hat with a hard crown; (7) leather guards are provided for all tools having a sharp, cutting edge, and (8) masks are worn during spray operations.

#### Tree Pruning

Roger Sohner, Sohner Tree Service, San Anselmo, Calif., presented a color film showing tree-pruning operations in California. The excellent film depicted trucks, aerial ladders and other equipment in operation, principally in utility line clearance work. Mr. Sohner pointed out that such equipment, used by men trained in its operation, saves a great deal of time and labor.

An informative paper on "Insurance for the Arborist" was given by Charles Lamb, Muncie Tree Surgery Corp., Muncie, Ind. Mr. Lamb stated that safety practices could greatly reduce insurance costs to arborists and cited an example of insurance premiums' having been cut drastically as a result of a safety program that served to reduce the number of accidents. Mentioning that insurance for arborists was more costly than for workers in many

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other industries, he said an accident-free record is the surest means of reducing the rates.

He strongly advised buying insurance from an established, reputable company. From such companies, he said, the arborist should expect to receive insurance advice based on a thorough study of his working conditions, prompt handling of claims and active assistance wherever needed from the underwriters. He emphasized that insurance coverage should be adequate to cover all claims and suggested a minimum of \$100,000 per person and \$300,000 per accident. He advised carrying

general and automobile liability with the same company to assure complete coverage on all types of accidents and to avoid disputes as to responsibility for payment.

#### Insurance Costs

Since the cost of insurance is based to a considerable degree on the number and severity of accidents, Mr. Lamb suggested that arborists adopt the following procedures in their business operation: (1) Assign one individual to handle the purchase of insurance and to direct the company's safety program; (2) buy all insurance from one agent and de-

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mand good service; (3) screen new employees carefully to avoid hiring unstable, unreliable men who are likely to be reckless and prone to take chances in their work; (4) establish definite company job policies and methods of operation to avoid accidents; (5) maintain full records of all accidents and analyze the cause of any and all accidents that do occur, and (6) learn enough about insurance to discuss it intelligently and know whether it is providing all it should for its cost.

### Tree Service Costs

Winston E. Parker, arborist, Moorestown, N. J., gave a brief but interesting talk on "Costs of Tree Service." After outlining several methods of arriving at fair prices to be charged for work performed, Mr. Parker advised, "For an arborist to stay in business, he must give good service; pay good wages to attract and retain competent men, and make a legitimate profit above his operating expenses." Too many beginning arborists, he said, fail to calculate complete operating costs in arriving at a price schedule. "One who does this and charges less than he should for his services not only hurts himself," he emphasized, "but also hurts all legitimate arborists who operate on a more businesslike basis." In closing, he urged that the National Arborist Association develop some method whereby competent arborists might be recognized as such by the general public.

### Dangerous Trees

With "Dangerous Trees" as his subject, Ray R. Hirt, plant pathologist, New York state college of forestry, Syracuse, presented a series of color slides showing city street and park trees in advanced stages of decay but still standing and extremely hazardous to life and property. Various wood-rotting fungi gain entrance to the heartwood of the tree, Dr. Hirt explained, through wounds caused by mechanical injury, splits occurring at V-shaped branch crotches, branch stubs left in poorly done pruning work, injuries from wind and ice storms or through damage of any nature in which bark areas are destroyed. He advocated frequent, thorough inspection of all trees that stand in areas used by the public and their prompt removal when they become dangerous. He suggested that arborists, as good citizens of the community, should report dangerous street and park trees to the proper authorities and insist that appropriate action be taken in their repair or removal.

**SHADE TREE CONFERENCE**

[Continued from page 11]

who are in charge of the program must have full belief in the valuation formula; (2) an educational program must be maintained to acquaint the public with the value of trees and the fact that those in charge are qualified to determine values; (3) the city must have absolute jurisdiction over street trees, expressed definitely in a city ordinance, and (4) the city must employ personnel with technical training in forestry or related fields properly to interpret the formula.

The original shade tree evaluation formula has been revised and brought up to date from time to time, the most recent changes being made in the spring of 1956, Mr. Meyer said. In concluding his remarks he said, "We recognize the value of trees—we must continue to sell the public on this idea."

One of the highlights of the convention was the keynote luncheon address given by John W. Fisher, executive director of the Canadian Tourist Association, Toronto, Canada, with "Partner and Friend" as his topic. Dr. Fisher cited the many interests Canada and the United States have in common and said these served as strong bonds of friendship between the two countries.

**Garden for the Blind**

A most interesting paper on "A Garden with Trees and Shrubs that the Blind Can Enjoy" was presented by Mrs. J. R. M. Wilson, of Toronto. She described a garden built for this purpose which was sponsored by the Garden Club of Toronto and is to be presented to the Canadian National Institute for the Blind later this year. The garden, said Mrs. Wilson, contains fragrant flowers; chairs; settees, and a pool. There is a walk 700 feet in length around the borders without curbs or railings, but with tile along the edges and pebbled concrete at the corners to aid the blind in keeping on the path. An interesting feature of the walk, one that contrasts to most garden walks, is the sharp corners. Mrs. Wilson explained that the blind have trouble following a curving walk or rounded corner. Plants are chosen for scent of flowers, for texture, for fruits that attract songbirds and, in some cases, for color of flowers or foliage. The latter are for the benefit of those who are only partially blind.

Plants mentioned by Mrs. Wilson as being in the garden at present

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include euonymus, boxwood, white pine, viburnum, roses, spicebush, flowering quince, magnolia, flowering crab, hawthorn, honeysuckle, lilac and many others. All plants are labeled, she said, in both regular and Braille lettering.

In his discussion of "The Importance of Public Relations in Today's Business," Charles Watson, O'Keefe Brewing Co., Toronto, said, "Public relations is the gentle art of getting along with people." Too many persons, he said, tend to forget this, in attempting to apply the more intricate phases of the science. Stat-

ing that no business transaction has ever been completed without public relations entering into the deal, Mr. Watson presented numerous examples of good procedures that influence public relations. Good will is obtained and good public relations are made and maintained through well-written letters, through an attitude that the customer is right and through genuine friendliness to people, he said.

The conference departed from the usual pattern of its annual conventions in holding one session to which the public was invited without

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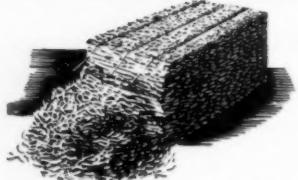
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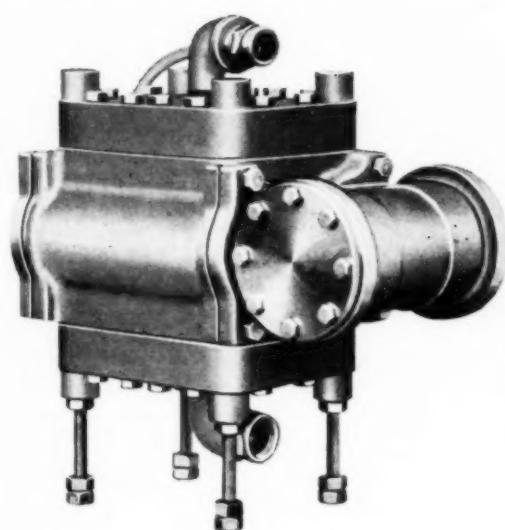
registration. This session was held Wednesday evening and featured a presentation by John Ott, John Ott Pictures, Inc., Winnetka, Ill., on "The Miracle of Shade Tree Growth Through Time-lapse Photography." Films were used in this presentation, in which cellular growth and development of growing plants were pictured.

This session and the film presented were specifically designed to acquaint the members of the National Shade Tree Conference with time-lapse photography of the type that will be used in production of a film portraying approved arboricultural practices. At the conclusion of the session, a report was given on the progress made to date in raising funds for production of this film and a request made for additional pledges or subscriptions. During the convention the sum of \$2,560 was pledged; the total to date in pledges and funds subscribed amounts to almost \$7,000.

### Antibiotic Effects

Opening the Wednesday educational sessions, a short paper was given on the "Effects of Antibiotics to Roots of Tree Seedlings." Collaborating in the preparation of this report were Prof. John G. Palmer, botany department, George Washington University, Washington, D. C.; Dr. Edward Hascaylo, horticultural crops research branch, and Dr. Curtis May, principal pathologist, horticultural crops research branch, U. S. D. A., Beltsville, Md. Dr. May presented the paper. In the experiments reported, streptomycin was used on the roots of potted seedlings of elm, red maple and Virginia pine at various concentrations and at varying intervals between applications. In general, it was found that the antibiotic had little or no influence on root structure and tended to reduce, rather than stimulate, the plants' growth.

A paper on "Research on Systemic Fungicides for Shade Tree Disease Control," written by Howard Potter, department of botany, University of Maryland, College Park, was read by Dr. May. In the research project on which the report was based, Dutch elm disease was selected as the tree disease for the experimental work, and nabam, Vancide, oxyquinaline benzoate, Puratized Agricultural Spray and several compounds still in the experimental stage were chosen as the fungicidal materials. The materials were applied to the soil surface of potted elm seedlings or forced into the soil from the bottom with air pressure.



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Model R-3 for  $\frac{3}{4}$ " hose connection (portable unit) will handle up to 15 gallons per minute of water. Model R-8 for 2" pipe connection (usually permanently mounted, but can be portable) will handle up to 100 gallons per minute of water. Either model can be made to proportion liquid fertilizer in any amount desired.

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It was found that some of the materials tended to check spread of the disease, but were toxic to the elm plant. Some were toxic to the Dutch elm disease organism in cultures, but only slightly delayed spread of the disease in the seedlings; others were not highly toxic to the fungus in cultures, but markedly delayed spread of the disease in the plant. Although no effective antibiotic was discovered in the tests, this approach to control of the disease holds considerable promise, according to Dr. Potter's report.

### Fertilizer Requirements

"Foliar Analysis as an Index to the Fertilizer Requirements of Some Ornamental Trees" was the subject of a paper presented by Thomas Cannon, department of horticulture, Ohio State University, Columbus, holder of a National Shade Tree Conference research fellowship. During the past several years research on fertilizer requirements of shade trees has been conducted at the university, and Mr. Cannon's paper reported some of the phases of this work. He explained that mounting interest in tree care had prompted the effort to determine nutritional needs of trees more accurately

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through tissue tests. Soil analysis does not always present a true picture of conditions, he said, and visual symptoms of nutritional deficiency usually do not appear until the tree is in advanced stages of ill-health.

In describing the experiments done to date, he said leaf specimens were taken at varying times through the summer from the midstem of the current season's growth, dried thoroughly and then ground finely before analyzing for nutritional elements content. He said tests to date indicate that shade trees usually are low in nitrogen and potassium content even though they may appear to be in good health. There are some disadvantages in leaf analyses, he remarked, explaining that such analyses do not indicate causes of nutri-

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tional deficiencies, nor do they indicate how much of each element should be applied. Research work is being continued. Much remains to be done, Mr. Cannon said, adding that in time foliar analysis should become a valuable means of determining fertilizer needs of shade trees.

The Thursday morning program, prepared by the public utility arborists' committee and consisting of discussions of several phases of public utility arboricultural work, as well as the Thursday afternoon and final session, devoted to a panel discussion of "Trees in Relation to

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Town Planning," will be reported in the next issue of the American Nurseryman.

### ILGENFRITZ OPEN HOUSE

August 28 and 29 Ilgenfritz Nurseries, Inc., Monroe, Mich., entertained nursery friends from Ohio and Michigan at an open house. Visitors registered in a patio garden designed with shrubs and evergreens indicating the various types of stock grown on the firm's local farms. Tours by bus through the firm's large acreage were conducted by J. J. Poleo, manager of the Detroit branch, and Richard Glaser, manager of the Toledo, O., branch.

During the tour, the Ilgenfritz planter was in operation, to demonstrate the process of planting evergreens, and the core planter was operated to show how plants were dug and canned for salesground sales.

The tours ended at the Ilgenfritz quarry park, where tables were set up under the shade of large trees near water. Refreshments and beverages were served to all by the members of the office force, under the direction of Mrs. James Ilgenfritz.

Hosts for the occasion were James Ilgenfritz, president, and Charles Henion and William Edwards, of the wholesale department. The occasion proved so successful that the company is anticipating making this an annual event.

Arthur Watson, Grand Rapids, Mich., exhibited Watson pots and demonstrated Taylor carts in connection with the open house.

### LLOYD PLATT RESIGNS

Lloyd G. Platt has resigned as executive secretary of the National Landscape Nurserymen's Association, effective July 1, 1957, or earlier if a suitable replacement becomes available. At the Los Angeles meeting the directors and members agreed that a full-time secretary should be sought. Mr. Platt will continue active in the association and operate his nursery enterprise at Davenport, Ia.

### JAPANESE GROWER VISITS

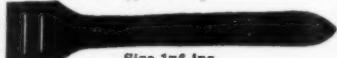
Takeo Sakata, T. Sakata & Co., Yokohama, Japan, recently visited Chicago, where he toured wholesale bulb and seed firms. Mr. Sakata and his wife are making an extended trip around the world and plan to be home again in Japan on September 16, after 65 days abroad.

Mr. Sakata is internationally

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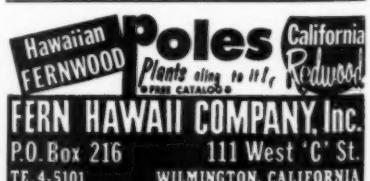
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#### FUMIGANT AIDS SEEDAGE

The use of methyl bromide as a fumigant on the Mason state tree nursery, Topeka, Ill., has reduced the total annual nursery operation expense per thousand plants by one third. This has resulted in an estimated saving of \$38,000 a year, reports Hugh B. Wycoff, superintendent of the nursery. The savings were attributed to a 15 per cent reduction in labor costs on first-year conifer beds, stepped-up density of seedlings by as much as 168 per cent with no increase in seeding rates, better weed control with a minimum of hand weeding and mineral spirit spraying, and no problems with soil insects.

Before methyl bromide was used, red and white pine seedlings could never be grown in uniform stands of proper density under state tree nursery conditions. Heavy damping-off losses following green manure crops plus an alkaline water supply contributing to the development of the harmful fungi were considered the cause of the poor stands of pines.

Acidification of the water, soil treatment with iron sulphate before and after germination, mulching, shading, changing and removal of the green manure crop and fall seeding of white pine resulted in varying degrees of inadequate control.

While green manure crops were considered good practice, Superintendent Wycoff found them expensive in terms of damping-off losses and control. Heavy sawdust and ground corn cob mulches, applied for winter protection and one or two years later incorporated with the soil, added badly needed organic matter at much less cost than peat at \$5 per yard.

Seeding rates at the Mason nursery have been reduced 50 per cent with good seeds. Uniform stands of proper density throughout the beds resulted from the use of methyl bromide as a fumigant. The increased tree percentage from weak seeds of low germinative energy is impressive. Nitrogen applications are necessary during the second and third growing seasons, presumably because of the decomposition of the unremoved mulch and mortality of the nitrifying soil organisms.

Methyl bromide is a highly toxic, colorless, odorless, heavy liquid with a boiling point of 38.6 degrees Fahrenheit, or a heavy gas at higher temperatures. Its toxic effects on

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F10	1 1/4	1 1/4	F220	3	2 1/4	F223	5	4
F215	2	2	F221	4	3	F227	6	4 1/2
F216	2 1/4	2 1/4	PLASTIC SAUCERS			PLASTIC BULB PANS		
F222	2 1/2	2 1/2						
F217	3	3	No.	Dia.	Inside Dimensions	No.	Dia.	Depth
F218	3 1/2	3 1/2	FS15	2 3/4		F1101	5	2 1/2
F219	4	4	FS16	3 3/4		F1103	6	3 3/4
F226	5	5	FS17	4 7/8		F1102	7	3 7/8
F224	6	6	FS21	5		F1104	8	4
F1108	8	8	FS22	6		F1109	9	4 1/2
F1110	10	10	FS23	8		F1107	10	5
			FS24	10				

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human beings are delayed and may not occur for several hours. It may be safely used in nursery operations, but the manufacturers' instructions should be followed explicitly.

Fumigation is done in the fall after the usual green manure crop of Sudan grass has partially decomposed.

H. W. D.

THE yellow rose of Texas which television viewers of the Democratic national convention saw prominently displayed were blooms of Lemon Chiffon shipped by air from Tyler, Tex., by the Arp Nursery Co.

DR. LEROY ABRAMS, professor emeritus of botany, Stanford University, who was instrumental in the development of the university's Dudley Herbarium, died August 15 at the Palo Alto hospital, Palo Alto, Calif.

LEO B. SCOTT, executive secretary of the Southern Nurserymen's Association, broke two ribs when he slipped on stairs of the Hotel Andrew Jackson at the Nashville convention.

ARMSTRONG NURSERIES, Ontario, Calif., recently purchased 200 acres, where a new branch will be established, near Wasco, Calif.

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<i>Taxus cuspidata densiformis</i> , 4 to 6 ins.	.40	.38	.35	<i>Taxus media hicksii</i> , 4 to 6 ins.	.35	.33	.30
<i>Taxus cuspidata Hiti</i> , 4 to 6 ins.	.35	.33	.30	<i>Thuja occidentalis nigra</i> , 6 to 8 ins.	.30	.28	.25
<i>Taxus cuspidata intermedia</i> , 4 to 6 ins.	.35	.33	.30	<i>Thuja occidentalis pyramidalis</i> , 6 to 8 ins.	.30	.28	.25
<i>Taxus cuspidata nana</i> , 4 to 6 ins.	.35	.33	.30	<i>Thuja occidentalis wareana</i> , 6 to 8 ins.	.30	.28	.25
<i>Taxus cuspidata nana</i> <i>pyramidalis hillii</i> , 4 to 6 ins.	.35	.33	.30	<i>Thuja occidentalis woodwardii</i> , 6 to 8 ins.	.30	.28	.25
<i>Taxus cuspidata</i> , spreading, 6 to 8 ins.	.35	.33	.30	<i>Euonymus fortunei coloratus</i> , 8 to 10 ins.	.30	.28	.25
				<i>Euonymus fortunei vegetus</i> , 8 to 10 ins.	.30	.28	.25

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